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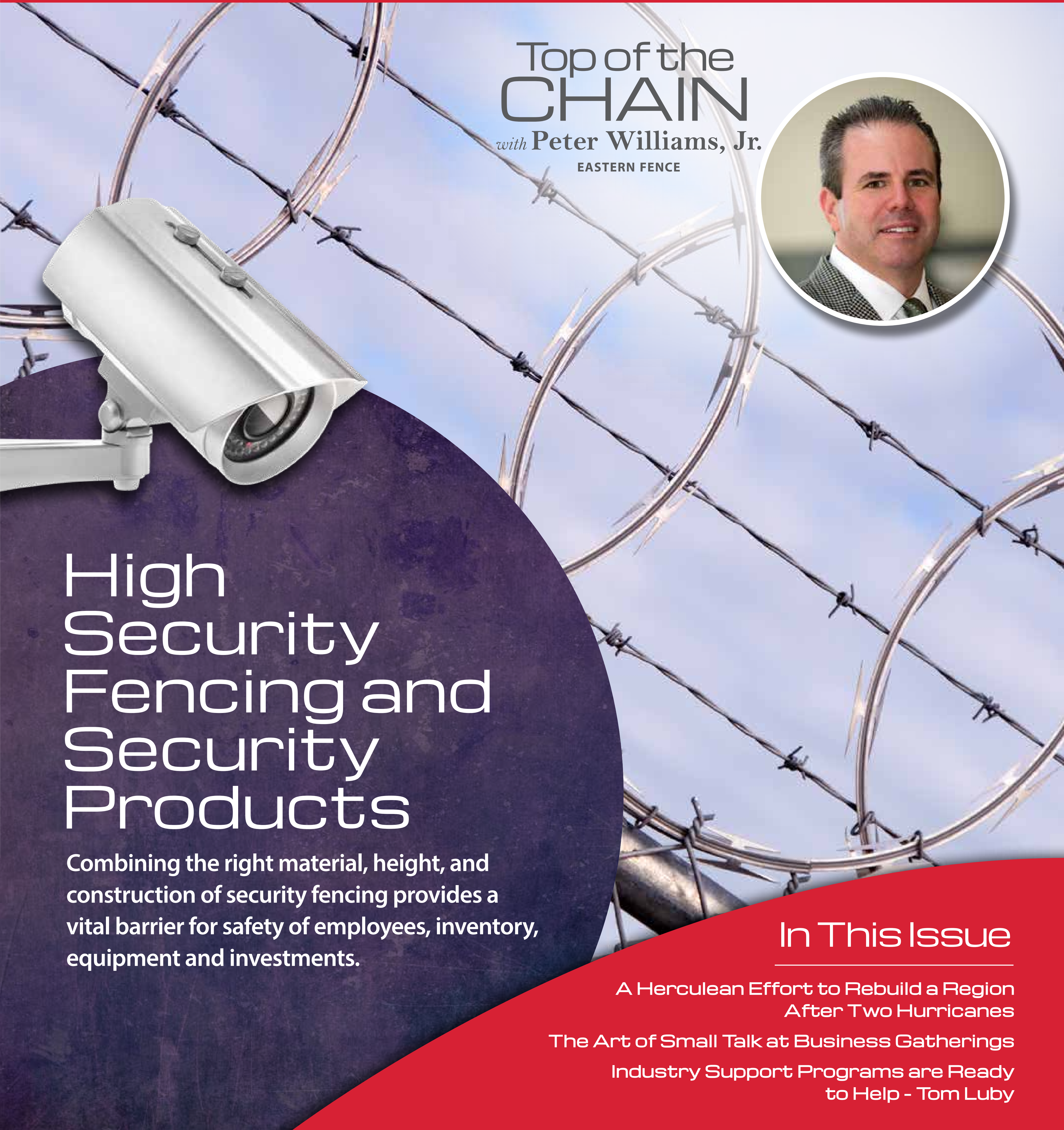

Top of the CHAIN

with **Peter Williams, Jr.**

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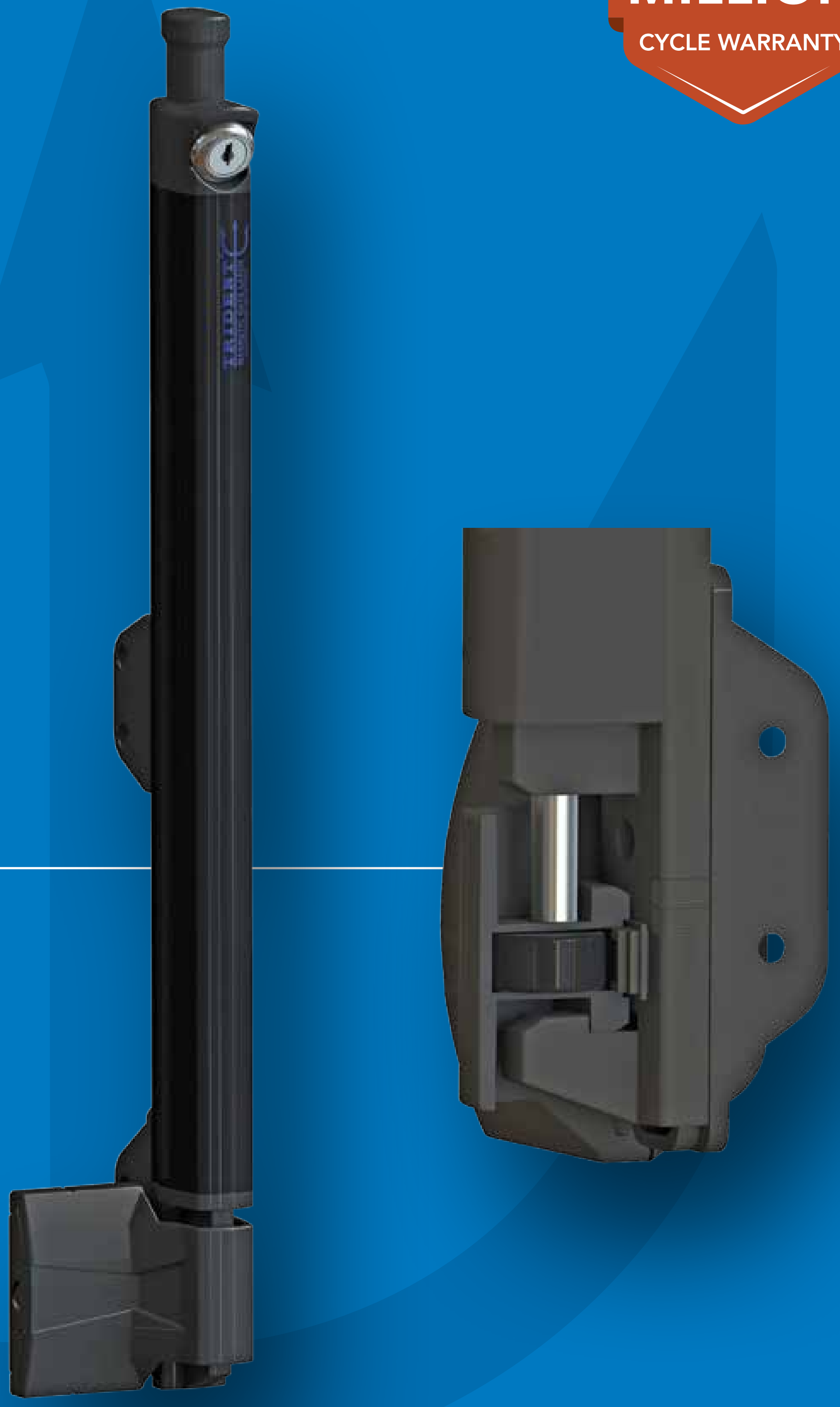

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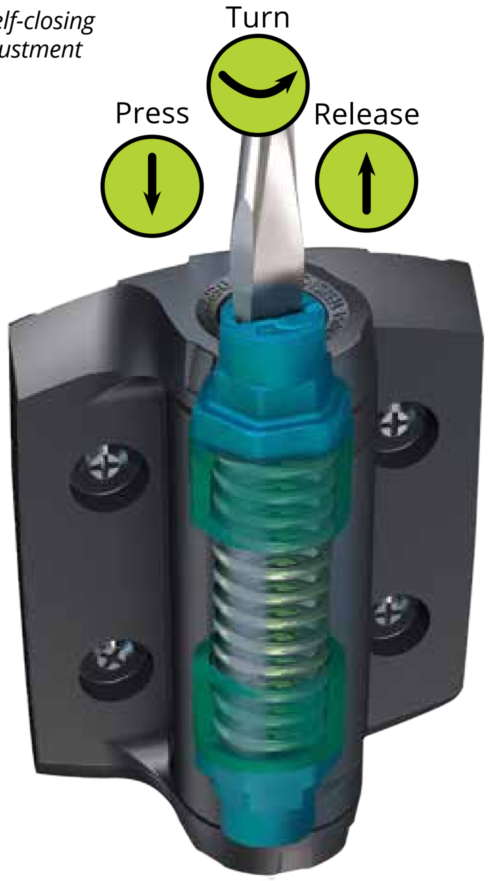

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Publisher: River Road Publishing, LLC
Managing Editors: Kristy Armand & Christine Fisher
General Manager: Mary Hummon
Sales Manager: Katie Stevenson
Creative: Shonda Manuel & Barbara VanGossen

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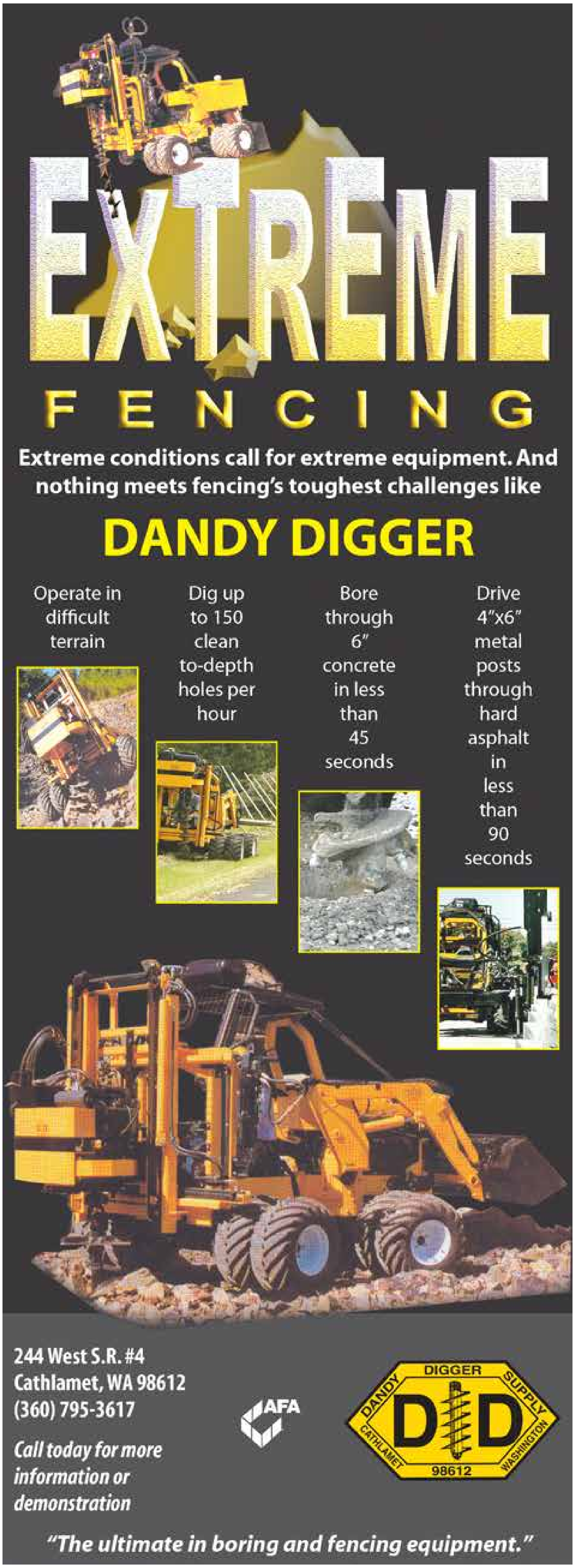

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DoorBird Launches IP Upgrade for Doorking® Intercoms

Bird Home Automation, the leading manufacturer of IP video door stations, launched the first hybrid IP intercom D1812 for upgrading Doorking® telephone intercome systems. The new model adds DoorBird IP technology to installations of the Doorking® 1812 series while keeping their analog telephone intercom system running. The electronic core and the stainless-steel front panel in DoorBird design are easily installed via Power over Ethernet (PoE) and fit the existing Doorking® 1812 housing perfectly. As a result, the new upgrade allows homeowners to have a state-of-the-art access control and intercom system with minimum effort.

The D1812 hybrid upgrade includes numerous high-tech features, remotely configurable via the free DoorBird app and with no licensing fees of any kind:

- **1018p camera with ultra-wide angle 180° hemispheric lens and night vision**
- **Free Cloud recording**
- **RFIC reader, 13.56 MHz with MIFARE® DESFire support, r emotely manageable**
- **4D motion sensor**
- **Power over Ethernet (PoE)**
- **WiFi enabled, 2.4 GHz, if a network cable is not used**
- **Wiegand protocol support (26, 30, 31,34 and 44 bit)**
- **Illuminated keypad with up to 500 remotely manageable PIN codes**
- **Individual schedules, e.g., to trigger relays or smart home commands upon certain events**
- **Geofencing for automatic gate opening when returning home**
- **Open API for third-party integrations such as Control4, URC, RTI, Crestron, etc.**
- **Support for NVRs such as Synology, luma, Lilin, Qnap and IC Realtime**

The DoorBird D1812 integrates in Doorking® 1812 Classic Surface Mount, 1812 Classic Flush Mount, 1812 Plus Surface Mount and 1812 Plus Flush Mount. All DoorBird intercoms are developed, designed and carefully manufactured in Germany and comply with the highest security standards.

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A HERCULEAN EFFORT
to Rebuild a Region after Two Hurricanes

Hurricane Laura, a category 4 storm, devastated Southwest Louisiana on August 27, 2020, causing more than $19 billion in damage throughout the Gulf Coast region. Six weeks later, Hurricane Delta, a category 2 storm, followed an eerily similar path, causing $2.9 billion in additional destruction to the already storm-weary area.

Two devastating hurricanes have left Southwest Louisiana with major damages to homes, fences, commercial buildings; virtually every property owner had some type of damage to repair. Many are still unable to live in their homes almost a year later.

Southwest Louisiana has a population of about 300,000; Lake Charles is the largest city within the region with a population of about 80,000 within the city limits. Hercules Fence is located in Lake Charles. Bryan Harris, manager of Hercules Fence, says they are working diligently to repair as many fences as possible, but given the scope of damage, it's a challenge. "The eye of Hurricane Laura tore through the middle of Lake Charles and literally took down every fence within a 20-mile radius," Bryan explains. "Think of every customer you know needing your services overnight, that's what we're dealing with. It might seem like a total blessing, but it is somewhat of a curse. It's impossible to take care and service all of our customers at one time."

A family-owned business, Hercules Fence has been installing fences for almost 70 years. Owner Charles Harris ensures his team provides a quality product with excellent service. The company is well-known and respected throughout the region.

As his son, Bryan, explains, "We went through Hurricane Rita in 2005. That was a category 5 storm, causing major damage. We learned a lot of lessons on how to deal with a major hurricane

Contintued on p12

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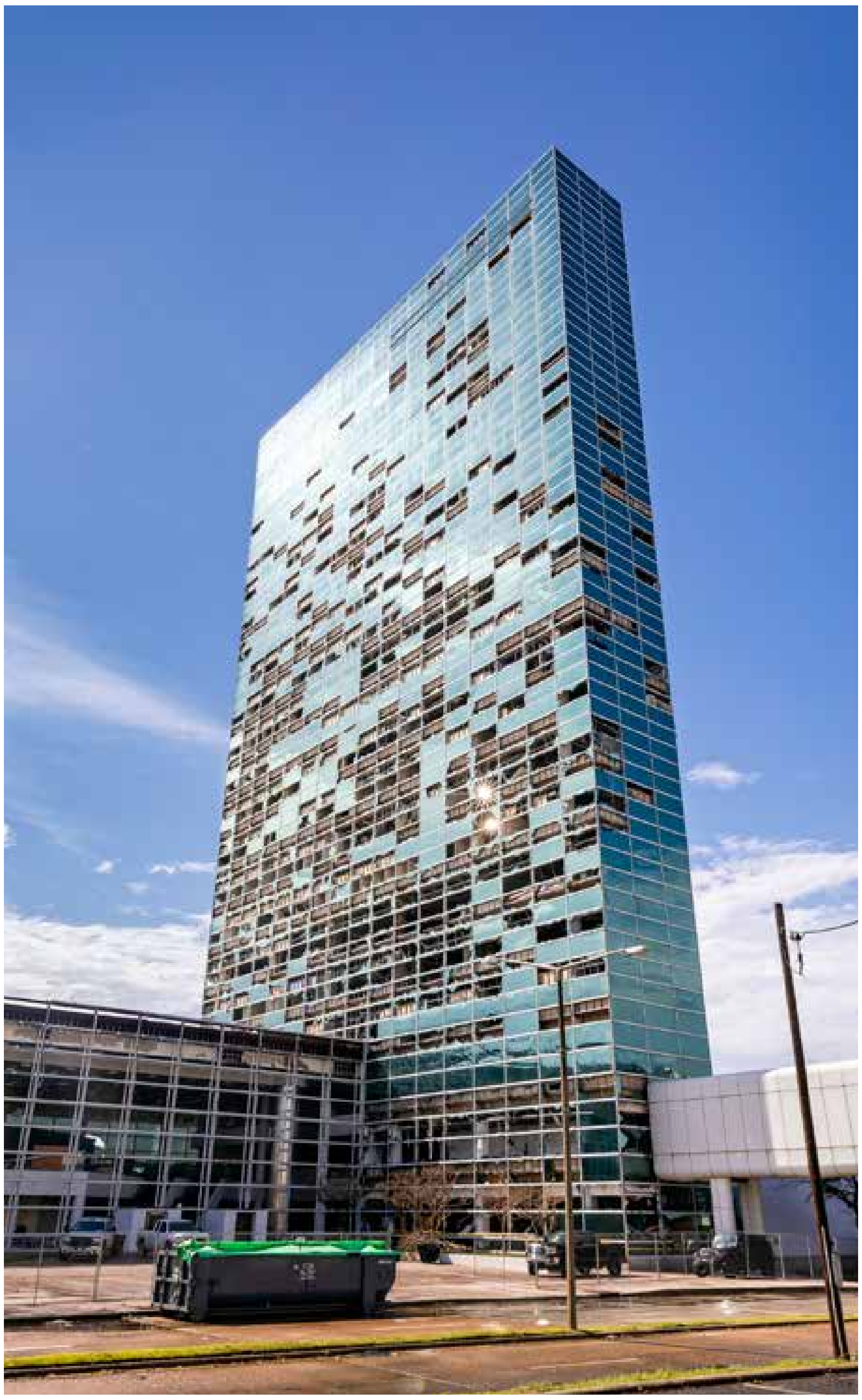
A Herculean Effort, contintued from p10



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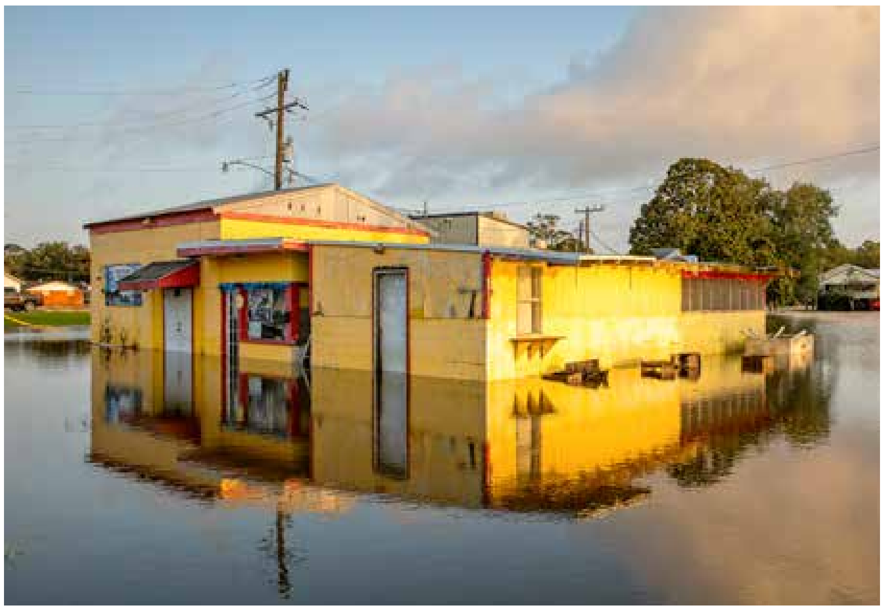

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and how it will impact our business for years. We can expect to do really well for a couple of years, then business will decrease for a couple of years. Every fence that would have trickled in over 12 years will be rebuilt in roughly two years. We hope that our regular customers will be patient with us but at the same time, we realize we can't ask anyone to wait too long for their fence repairs."

Charles, Bryan and their staff are dealing with their own personal damaged property while they are handling the monumental task of repairs for their customers. "We were lucky that our shop made out very well, but many of us lost our homes and are still displaced after eight months," Bryan says.

COVID-19 has affected supplies nationwide, and two major hurricanes in a region bring another layer of delay for Southwest Louisiana. "Predicting how much material to stock is tough. Financing material is tough. With prices as volatile as ever, quoting jobs is tough," explains Bryan. "There is no formula, but we used the lessons we learned after Hurricane Rita. That experience helped us to estimate the amount of equipment and material needed, and to hire the number of installers needed."

Bryan gives special recognition to Robbie Oxer, general manager. "His instincts and hard work are a huge reason that we have been so efficient after these storms and successful through the years. He was instrumental in keeping phones, computers and internet working during the weeks following the storms when we had no electricity. Robbie came to work with us after Hurricane Rita and we're fortunate to have his expertise," he continued. "There are so many people in this company who are heroes after these storms. My sister, Jaimee, handles sales and accounts payable; we wouldn't be here without her. It's a true team effort to continue in business after such an experience."

Charles and Bryan say they've learned many business lessons from rebuilding after hurricanes. "Building a company and growing over time is one thing, but having to do it overnight is something that can only be realized through the experience of it," Bryan says.

While no one wants to experience devastating storms again, the lessons learned from Hurricanes Rita, Laura and Delta have made lifelong impacts on residents and business owners throughout Southwest Louisiana, including Hercules.

As Bryan says, "We've learned so many valuable lessons and have met a lot of wonderful people we may not have met otherwise."

Hercules Fence is a third-generation, family-owned company specializing in aluminum, chain link, wood and ornamental fencing as well as automatic control gates. *Learn more by visiting www.goherculesfence.com.*

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Fencing is designed as much to keep things in as it is to keep things out. Security fencing provides a vital barrier for safety of employees as well as inventory, equipment and investments. The combination of the right material, height, and construction provides various ways to form an impenetrable barrier. In this section, we feature several companies offering the latest in security fencing designed for safety and peace of mind.

Benefits of a Wired Security System

When a business first opens, one of the owners' first thoughts is how to protect their business. As they work through that process, they are likely to include fencing and consider wired vs. wireless security systems.

In a world increasingly dependent on wireless technology and devices, it may come as a surprise to hear that the best choice might be a wired system, but John Hyland, president of Integrated Security Corporation, says there are many benefits to wired security.

"If you have a large perimeter to secure, you absolutely need to choose a wired security system," he says. "Not only will you eliminate worries about having Wi-Fi nearby, but you'll also have the flexibility to maneuver your wired network however you want to best fit the specific needs of the project. Additionally, you can include as many cameras or junctures as you wish."

Another benefit of a wired security system is extreme reliability. "You won't have to depend on a potentially unreliable Wi-Fi signal or unintentional interference. Transferring highly classified information over a wired, closed network is also much faster, safer, and dependable," says Hyland.

Finally, he says longevity is a big benefit to take into consideration. "The best wired security systems are installed for the long haul. If you know you will need substantial security for a business for a long period of time, a wired security system will provide peace of mind and protection for years to come."

An example of this type of wired security system reliability is Integrated Security Corporation's Infinity 2020. Hyland says this intrusion detection system turns a fence into a robust security solution. It's adaptable to different fencing, performing exactly as designed whether mounted on chain link, wrought iron or even barbed wire. The Infinity signals the presence of an intruder before they have the opportunity to cause a disruption, offering unparalleled protection with a very low false alarm rate. The GUI (graphical user interface) allows each zone to be configured independently for optimal vibration, wind and precipitation setting. Hyland adds that any needed repairs are simple to make, with no special tools or training required, which results in a system with far less downtime and expense.

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Chameleon™ High Security Retrofit System Improves Performance of Existing Chain Link

The patented Chameleon™ Perimeter System from AMICO Security allows you to upgrade an existing chain-link fence to the AMIGUARD® Perimeter System utilizing existing round chain-link fence posts, ranging from 1-7/8" to 6-5/8" post diameter. This high security retrofit system improves aesthetics and security of an existing chain-link fence system and allows you to upgrade to a perimeter system with anti-cut and anti-climb capability.

The system consists of AMICLAMP™ to attach the Infini-Rail™ to the existing fence posts. The continuous Infini-Rail system is at the forefront regarding ease of installation. The system includes a fastenerless friction-fit splice system to connect the 16-inch-long Infini-Rails to each other. No fasteners are required to attach the rails against the line post since the rails simply slide through the opening of the AMICLAMP. In addition to ease of installation, the system also offers the flexibility to accommodate small elevation changes without stepping as well as odd-angle corners.

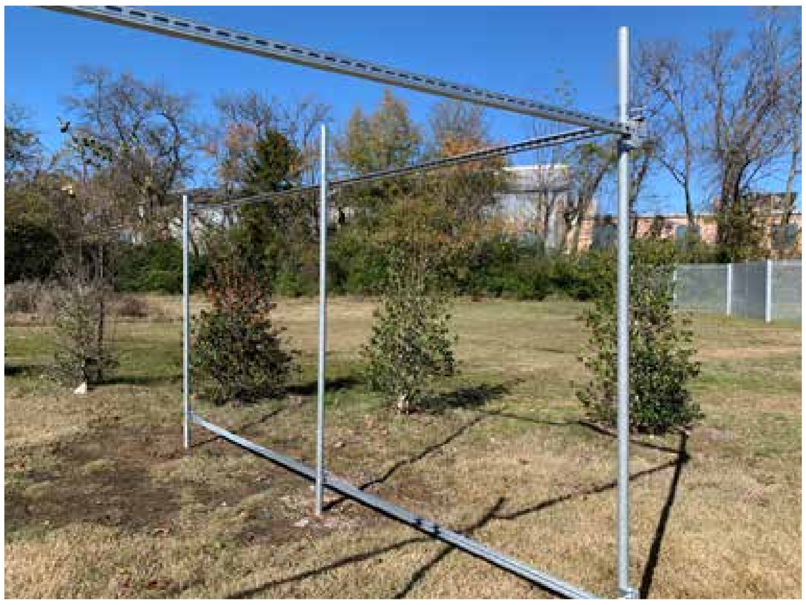
The Chameleon is a true bypass system, meaning the fence is installed in front of the posts, allowing complete flexibility regarding post spacing. It also doesn't matter if the post spacing varies throughout the fence line.

The Chameleon retrofit system works with any mesh style offered under the AMIGUARD product lines. Chameleon is compatible with the AMIGUARD® 5000 series welded wire meshes, it works with the AMIGUARD 6000 and 7000 series expanded metal security meshes, and it works with the APEX series, the Architectural Expanded Metal product line.

The AMIGUARD 5000 Series Welded Wire Fencing System is particularly ideal for retrofit application. It enhances security in a cost-effective system without compromising visibility or aesthetics. AMICO Security Welded Wire system includes 5500 double wire mesh, 5600 3D wire mesh and 5700 wire mesh for enhanced security. These meshes can be galvanized only or coated with a polyester powder coating over galvanized wire AMICOAT™ system.

This perimeter systems saves about 40% of installation time and material compared to other solutions by utilizing existing fence posts already set-in place. This system allows you to utilize existing grounding systems already in place, a big concern for fencing around electric sub stations. The Chameleon Perimeter System increases the security level of an existing chain link fence, and allows a wide selection of security mesh options, and finishes.

Learn more about the Chameleon Perimeter System and all other AMICO security products at www.amicosecurity.com.



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The Importance of Non-Scalable, Temporary Fencing

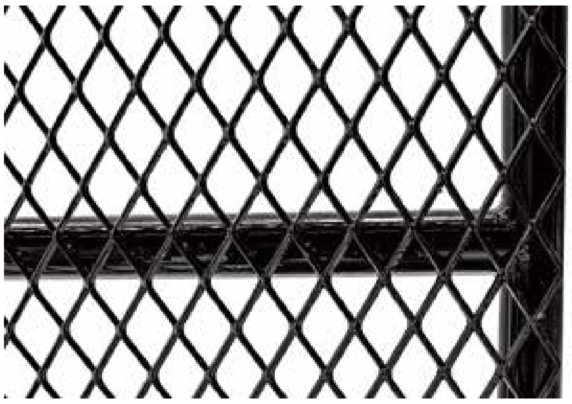
The riots that occurred across the United States over the past year, including the breaching of the Capitol Building in Washington, DC, has led to more and more businesses and government organizations questioning whether their current securing fencing provides adequate protection from a rioting, possibly violent, crowd.

Professionals with Sonco, a leader in crowd control and perimeter security industry since 1976, says these concerns are valid and can be addressed with non-scalable fencing. "A simple riot fencing system around the perimeter can prevent the type of breach we saw at the Capitol," says Giuliano Marinho, specialist in crowd control and perimeter security with Sonco. "Thankfully, this type of fence isn't reserved for the highest levels of law enforcement or the most desperate situations. Whether construction zones and events, private companies, or police agencies and government buildings, we offer a high quality, non-scalable fence at an affordable price."

Also labeled "anti-scale" or "unscalable," a non-scalable fence is a free-standing, hands-free, transportable and versatile crowd control product that creates extremely effective perimeters for a wide variety of applications. "Anytime you're expecting a large turnout of angry or highly excited people, this is a barrier you want on your side," says Marinho. "It's also ideal for additional security at work zones with highly sensitive materials and equipment."

According to Marinho, Sonco's non-scalable fence offers multiple security-related benefits. He provides an overview of the most critical of these benefits:

ANTI-CLIMB



The tight, diamond-shaped mesh of a non-scalable fence puts tremendous pressure on the ends of your fingers when you try to lift your body. This makes it all but impossible to climb up the fence, even when wearing gloves. While nothing is 100% certain, the possibility of one person managing to do the impossible is better than knowing that dozens of people could easily scale the perimeter together.

CONNECTED BY BOLTS NOT CLAMPS

For most temporary fencing applications, clamps do a great job of creating uninterrupted perimeters, preventing panels from separating, even when someone is trying to pry them apart. This forces would-be criminals to cut through the fence or climb over it, which gives law enforcement a tactical advantage.

However, a non-scalable riot fence is secured by a bolt, which is essentially a thick metal bar that runs perpendicular between the two panels, before it is locked in place to the fencing. No matter how hard a huge number of people try to push through, the bolt will hold up under intense pressure.

INTIMIDATING HEIGHT AND DESIGN

The inherent size and design of non-scalable fencing serves as a great deterrent from a perimeter breach. This fencing towers over people when they're right up against it, and it provides enough of a visibility barrier for police to create formations and discuss tactics semi-privately.

INCREDIBLE STABILITY

Non-scalable fence stands on heavy-duty steel plates, which provides greater overall stability to each individual panel and creates a flat, smooth perimeter around any area. This is the toughest, most reliable stand in the industry. Even when not bolted to other panels, these stay upright, further emphasizing their versatility and adaptability to any situation. As an added benefit, the steel plates can be removed for storage and transport purposes.

PROTECTION FROM PROJECTILES

A non-scalable fence isn't just a wall that's practically impossible to climb, it's the strongest, most durable portable fence on the market today. It can protect security personnel from bricks, bottles, stones, and beyond. While you'll want to stand a few feet back if rioters start throwing items made of glass, the tight mesh threading breaks and blocks with unfaltering efficiency.

ADAPTABLE FOR PERIMETER SECURITY ADD-ONS

Due to the eight-foot height and hyper-sturdy build, you can combine this type of fencing with a variety of perimeter security peripherals, from floodlights to cameras, braces, privacy screens or even safety signage.

For more information about non-scalable fencing and other security barriers and fencing products, visit www.soncocrowdcontrol.com.

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When Clark|Weitz|Clarkson (CWC), the design-builder for the KCI (Kansas City International) terminal expansion, wanted a durable long-lasting perimeter security fence to protect the project for the four years it will take to complete, they turned to Hilmerson Safety for their Hilmerson Barrier Fence System™.

The 1 million-square-foot facility is the largest infrastructure project in Kansas City history. When completed, it will include 39 gates with the ability to expand capacity to 50 gates in the future and a 6,300-space parking structure. More than 60 firms are participating in the project. Hilmerson Safety, led by company President and CEO Deb Hilmerson, is one of those companies.

The Hilmerson Barrier Fence System provides a simple solution for construction sites that use concrete barriers for perimeter security. Traditional construction perimeter fencing systems are made of light gauge steel that requires continuous maintenance and is prone to breach and damage. The Hilmerson Barrier Fence System is construction grade, made of hot-dipped, 13-gauge, galvanized steel designed to last 15 or more years. Drop-in anchors save concrete and eliminate damaged anchors. The system simplifies installation and removal with a patented Side Saddle Bracket™ that also prevents recurring damage to barriers. It will also allow large general contractors to bring fence panel installation in house saving time and money. The system offers flexibility, with add-ons such as privacy screening, lights and other security features.

Perimeter security requirements for the KCI project included the entire construction site, as well as the existing airport runway. The installation of Hilmerson Barrier Fence System at the site included 45-degree barbed wire and an integrated solar light on each panel.

Jeff Pollack, Director of Field Operations, IBC, Inc, who installed over 1.5 miles of the Hilmerson Barrier Fence System for the KCI project, said it was a great system for this construction site. "Not only was it simple and super-fast to install, saving us significant time and labor, the company's customer service was outstanding. I would recommend the Hilmerson Barrier Fence System™ to anyone with a project like this.

Hilmerson Safety is a full-service safety product design and manufacturing company serving the construction industry. Learn more at www.hilmersonsafety.com.

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TOP 5

Perimeter Security Vulnerabilities

Physical security barriers that were considered effective at deterring or impeding threats 10 years ago can put a facility at risk today. In order to meet the ever-changing needs and challenges of mission-critical organizations, it's important to think beyond the present.

Some perimeter security vulnerabilities are obvious, but others can be more difficult to identify.

After decades of working with a wide range of commercial, federal, military and municipal organizations around the world, the Global GRAB team of perimeter security experts has discovered numerous vulnerabilities that are often overlooked. Here are the top five vulnerabilities they have identified:

1

MULTIPLE VENDORS

When a variety of perimeter security companies and experts are involved in the design and delivery of a security solution, it may not ultimately meet the intended goals. The best practice is to work with a single team that has the industry experience, knowledge of best practices, and end-to-end perimeter security capabilities to successfully deliver the desired outcome.

Perimeter security professionals should not just deliver a product and call it a day. Instead, they should handle all aspects of the design and installation of a perimeter security solution, including engineering, fabrication, manufacturing, design, integration of products and solutions, and more.

Similarly, as potential threats become more sophisticated and needs change over time, the partnership with a perimeter security firm shouldn't end after installation. Well-run organizations will need a well-designed maintenance, service and warranty program that can meet the challenges of the organization and exceed customer expectations.

2

NON-CRASH RATED BARRIERS

As different hostile vehicle mitigation solutions are evaluated and compare, the terms "crash-rated" and "non-crash rated barriers" will be part of the discussion. Non-crash rated barriers tend to have a smaller price tag, but their effectiveness is computer-analyzed, not crashed or certified by an agency. Alternatively, a crash-rated barrier undergoes rigorous real-world testing by a certifying agency such as ASTM. Crash ratings are usually determined by three factors: how heavy the vehicle is, how fast the vehicle is traveling and how far past the barrier the vehicle travels. When it comes to securing a facility and protecting the people and data inside, it's important to consider the benefits of crash-rated products and solutions and be on the lookout for those that have achieved the U.S. Department of Homeland Security SAFETY Act Designation or Certification.

3

IMMOBILITY

Permanent barriers are a great option for securing facilities like data centers and airports, but these are not suitable for every application. Mobile barriers offer more flexibility for special events, law enforcement, military units and more. Traffic cones or barbed wire do not always provide the level of protection and deterrence needed. Simple cones are ineffective traffic barriers and concertina wire (or barbed wire) is both time-consuming and requires special training to deploy. Mobile barriers are much more effective at mitigating threats quickly and easily.

It's important to note, however, that there are many differences in mobile barriers. Some are heavy, difficult to transport and time-consuming to set up and takedown. Other mobile barriers are crash-rated, lightweight, quick to assemble, easy to store and do not require special training to deploy.

4

OUTDATED EQUIPMENT

Many facilities now require more advanced protection such as reinforcement of their existing chain link fence with a crash rated post and cable solution. A fence should be supported by additional prevention and detection controls, like vehicle barriers and intrusion detection technology, depending on the risks facing the organization. Outdated perimeter security barriers are equally risky and ineffective. In order to rise to the challenges facing organizations today, it's worth exploring new, trusted perimeter security innovations that will ultimately save time, money and, potentially, lives. Fortunately, in most cases, there is no need to waste money on mass-produced, prefabricated barriers. Vulnerabilities can be

fortified with turnkey perimeter security solutions that are custom designed to suit a facility's unique needs.

5

RISK TO VEHICLE OCCUPANTS AND FACILITY

Some vehicle barriers are designed to direct or channel traffic, whereas others primarily serve as arresting devices to stop unauthorized vehicles from entering a protected area. What is oftentimes lost in vehicle barrier design is consideration of the risk to human life and property damage. It's an ethical quandary with expensive consequences and high potential for a public relations nightmare. In order to fortify this type of vulnerability, it's worth considering less-than-lethal alternatives to traditional vehicle barriers. Less-than-lethal perimeter security products are designed to provide ultimate security while reducing the likelihood of injury to the vehicle occupants and destruction of property. Using energy-absorbing technology, less-than-lethal products have the ability to stop vehicles weighing up to 80,000 pounds and vehicles traveling at speeds over 50 mph. Unlike a standard vehicle barrier, they result in significantly less damage and can be reset and fully operational within a short period of time.

Global GRAB works with their partners and customers to save time, money and lives with their innovative, award-winning, turn-key capabilities and extensive knowledge of perimeter security. Learn more at www.grabglobal.com.

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International security expert Andrew Mullen has advised and implemented security solutions for corporations worldwide for over 25 years. As CEO of Panama-based Group CSC, he is not easily phased. But when one of his security officers was brutally assaulted at a well-protected manufacturing plant, Mullen knew it was time to explore different solutions to protect his client's property.

The 1,000-acre site was equipped with chain link fencing, 70 uniformed guards, K9 units and sophisticated sensor lighting. But the many attempts to break in showed no signs of abating.

Mullen's client, a Fortune 500 company and global manufacturer of construction and mining equipment, was determined to provide the best security for its employees and protect its investments. Group CSC is experienced in implementing highly effective security systems and providing security services in high-risk environments.

A meticulous review of the existing security was conducted, including an examination of the fencing system, found the site had been victimized by ongoing intrusions, with several cuts through the existing fence.

Mullen ruled out erecting cement walls for numerous reasons: the cost is prohibitive; security personnel are unable to see approaching threats, nor can potential intruders see patrols, thus defeating their presence as a deterrent. And in the case of Mullen's client, the surrounding jungle made erecting cement walls a logistical nightmare.

While fencing is a basic component of perimeter protection, Mullen found there have been tremendous developments in this age-old line of defense; a fence is not just a fence by any other name.

Since most high-security facilities require some sort of physical perimeter barrier system to control the access or lengthen the delay time required for forced entry, many organizations are now using a combination of welded wire mesh, expanded metal and louvered panels which ensure delayed penetration time and require more significant and more sophisticated means of forced entry. Northbridge, Massachusetts-based Riverdale Mills' WireWall® high security fencing wire mesh appeared to be the material Mullen required for the job.

WireWall® high security fencing wire mesh, is virtually impossible to breach. It can't be cut, and

Continuted on p30

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High Security Fence Systems - What to Consider Before Installation

There's a saying that good fences make for good neighbors. This axiom certainly holds true when examining physical access control systems. At a high-level, physical access control systems are set in place to inhibit entry to private property, safeguard sensitive data, protect employees and even defend brand reputation. By choosing to bolster the security of the perimeter with the right system, an organization can protect its most valuable assets.

So, what type of commercial perimeter systems can provide peace of mind for employees, company stakeholders and building owners alike? According to the fence team at Fortress Building Products, a high security fence might be the best option.

Several key factors determine whether a fence is designated as high security, including the material it's made from, its manufacturing process and the assembly's overall anti-climb features. Equally important, a viable perimeter solution should not sacrifice aesthetics for commercial-grade strength.

A high security fence system works to protect the well-being of physical property, data, employees and a company's reputation. Fortress provides the following list of benefits to consider when deciding on whether this type of fence offer the best perimeter security for your project:

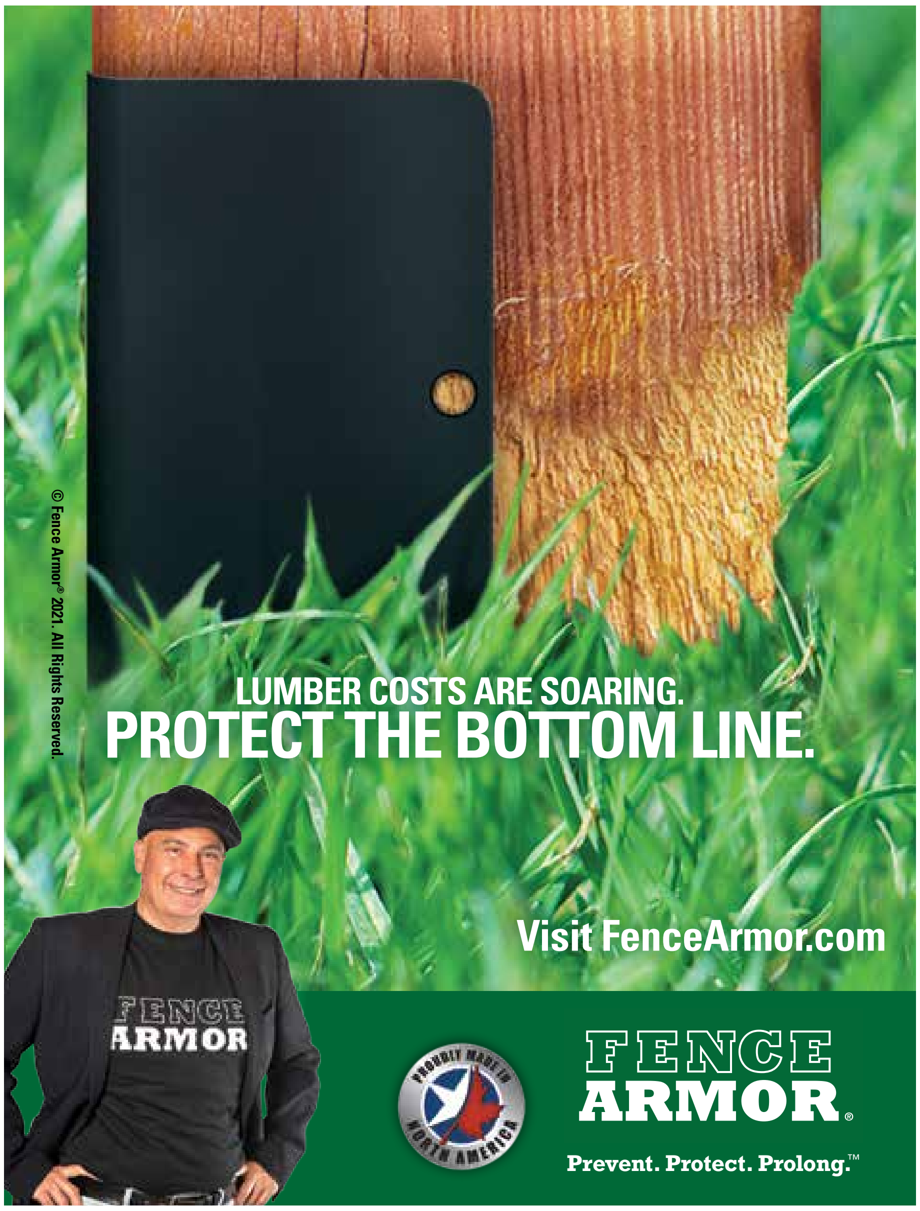
ACTS AS A STRONG, UNCOMPROMISING VISUAL DETERRENT. The components of a high-security perimeter system should be manufactured from an uncompromising material like steel. An immensely strong alloy of iron, steel delivers toughness and brawn in an elegant, polished profile. Assembled with steel, high-security perimeter solutions generally incorporate vertical pales rather than standard pickets. This creates a much stronger visual deterrent and makes it difficult to gain access to the property with common cutting tools. The rail, another critical component of a high-security fence, is designed to not only withstand severe mid-span downforce, but also to prevent climbing. What's more, it can easily accommodate security cabling or lines for surveillance equipment.

CONTRIBUTES TO ANTI-CLIMB FACTOR. High-security steel fence solutions enhance the perimeter's anti-climb factor. Namely, the combination of the C-channel rail shape, pale spacing, pointed and curved tops limits a troublemaker's ability to scale the fence.

FUSES FUNCTION AND FORM. A high-security perimeter solution should also be aesthetically pleasing and powerful looking, effectively demonstrating a strong brand reputation to both employees and customers. As an added benefit, a visually appealing fence system can convey the calculated forethought that went into designing a robust access-control program. In turn, unsolicited visitors will likely reconsider trespassing on the property. After all, a secured area need not be safeguarded by an unattractive, overtly menacing product to be functional.

BRINGING IT ALL TOGETHER FOR AN EFFECTIVE PERIMETER SOLUTION. The buildings that house business, government and institutional operations represent extremely high investments, with value residing in employees, assets and brand reputation. As a part of the broader access control system, a powerful perimeter solution like Fortress®’ ARES™ high-security steel fence system can act as an effective first line of defense against intrusion.

Fortress Building Products is a leading manufacturer and solution provider in the residential, multi-family, industrial and commercial building products industry. Learn more about the high security fence systems at fortressbp.com/fencing.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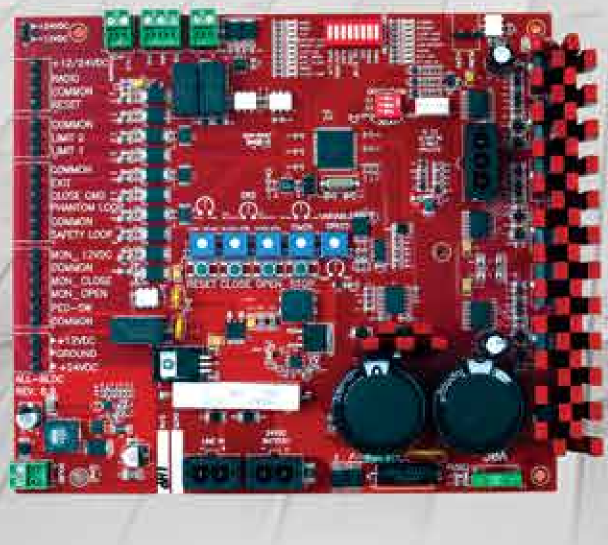

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Riverdale Mills' Wire Wall, continued from p26

there are no toe/foot holds. The material is manufactured using a proprietary Galvanized after Welding and PVC Coating process so it is rust and corrosion resistant, and ideal for variable climates and terrain, such as the humid, jungle environment of many of Mullen's clients. In addition, WireWall® can be easily installed, expanded upon, moved, and taken down, for temporary manufacturing sites.

Mullen had recently seen WireWall® fencing around the perimeter of the U.S. Embassy in Panama, and learned the fencing was used at military bases, nuclear power plants, transit systems, universities, airports, and country border. He called Riverdale Mills CEO Jim Knott Jr., to get further information and to discuss his client's high security fencing needs.

"WireWall® high security mesh is an extremely cost effective way to build a barrier," said Knott. "The fences are custom designed and can be manufactured to be as tall as required. Single panels of WireWall® can measure up to 50' tall by 10' wide. The fence can be installed to reach 6 feet below the earth's surface to deter tunneling under." The PVC coating, made in-house at Riverdale Mills, comes in several colors which serves to meet the aesthetic requirement.

Riverdale Mills responded quickly and presented Mullen with a strategic approach to the installation at his client's facility: 10 foot tall WireWall® fencing topped with 4-strand barbed wire, installed with 1-meter wide Riverdale Mills Anti-Dig matt, installed 12 inches underground, laterally to the fence, to prevent tunneling.

Riverdale coordinated the shipment, documentation and organization of a total of 20 containers of Wire Wall panels, along with posts, gates, barbed wire and fencing connections, to the Port of Miami. All materials and required export documentation were then loaded on a freighter and shipped to Panama.

Two and one-half miles of WireWall® were installed on the mountainous, jungle terrain around the perimeter of the property and in various interior areas of the site. The installation by Group CSC was completed within three months, well ahead of the contract schedule. In addition, the required security presence was reduced from almost 100 security personnel to 12, at a significant cost savings, while providing increased safety for those at the site. To date, no breaches in the WireWall® fence have been recorded and the WireWall® fence has more than paid for itself in less than two years due to the significantly reduced need for security personnel.

Riverdale Mills Corporation (www.riverdale.com): For over 40 years, Riverdale Mills has produced technologically advanced and sustainable premium wire mesh products for the security, marine, construction and agriculture industries in Northbridge, MA. The company was recently awarded a National Manufacturing Leadership Award, Visionary Leadership category, by the National Association of Manufacturers.

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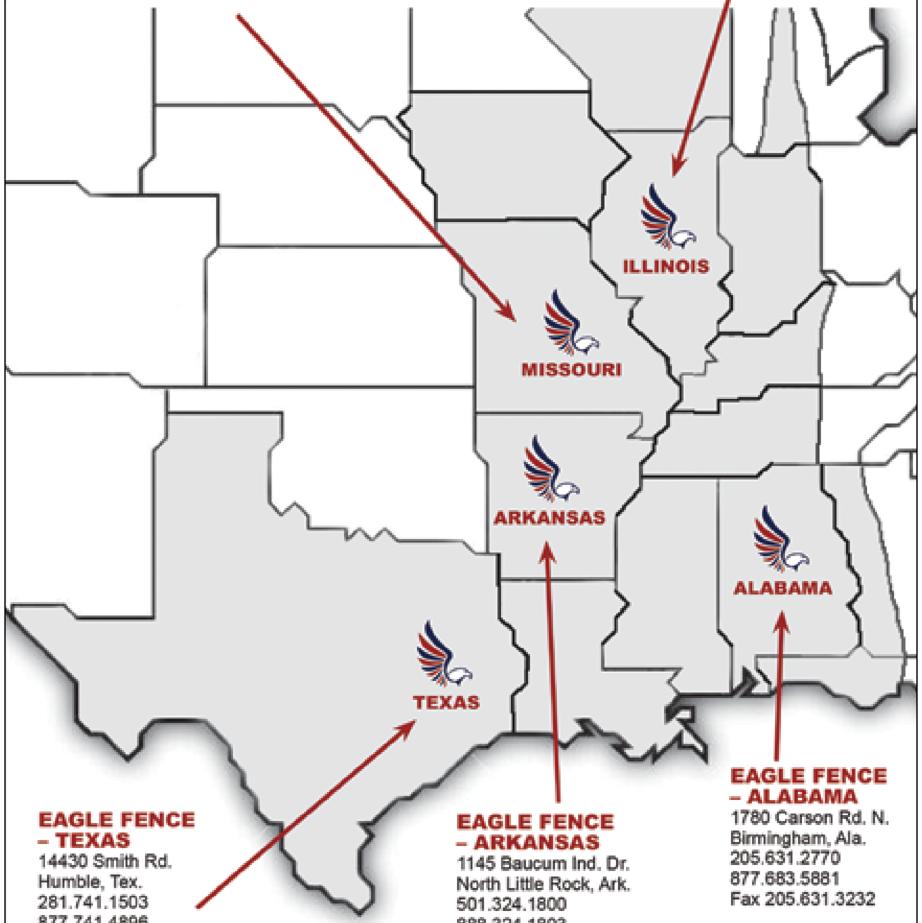

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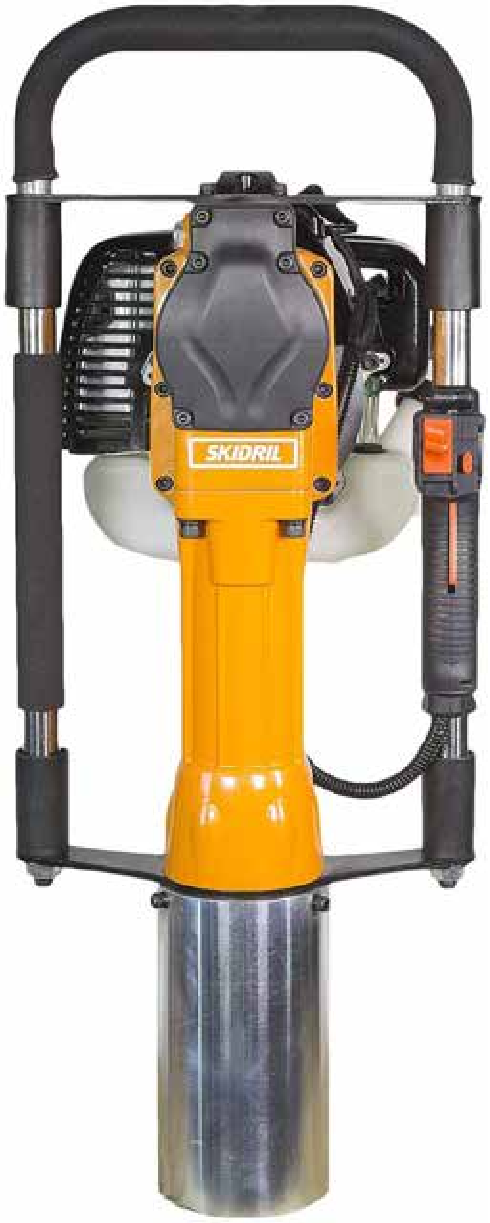

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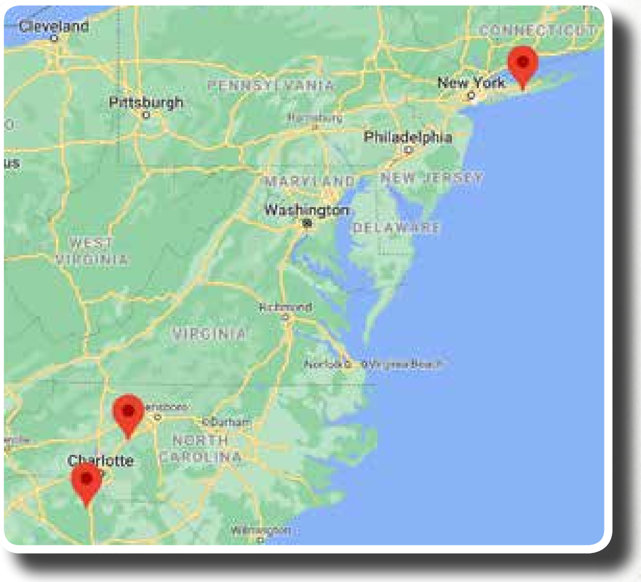
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Case Study: Whitetail Resort

Sloan Security Group Designed and Implemented a Feature-Rich Security and Access Control Solution at one of the West's Premier Resort Destinations

Whitetail Resorts contacted Sloan Security Group to architect and implement a scalable, feature-rich security solution to manage a diverse suite of access control needs without adding complexity or requiring additional personnel. The sprawling resort property includes a hotel, private residences, rental properties, a golf course, employee housing, and the corporate office.

Over time, many different generations of technology have been put in place to address the ever-changing needs of this diverse group of properties. This led to a melting pot of products and configurations, each comprising a separate system with its own unique interface. This disparate system architecture made for a very time consuming and frustrating management experience.

Sloan Security Group assessed the challenges and developed solutions to address each.

CHALLENGES

CONNECTIVITY. There was no internet connectivity at most gate entry points. With each location being separated by distances up to 10 miles and a thickly forested landscape, it made for a challenging environment to establish connectivity to each device or group of devices. The property needed a reliable, high-performance network with enough throughput to handle streaming HD video through snow and trees without missing a beat.

STANDARDIZATION. An upgrade/migration path needed to be established, identifying devices and systems that would work together seamlessly while streamlining the types of equipment deployed.

SYSTEMS INTEGRATION. The best of some existing systems and technology were identified and integrated them into new platforms.

BUDGET. The resort didn't have a clear budget and needed help to establish an effective budget by matching funds to priorities.

SOLUTION

CONNECTIVITY. Sloan Security Group's team of field engineers was able to deploy a reliable, high-performing wireless network based on Ubiquity radio mesh technology. This was done through device specification and performance calculations, leading to on-site surveys with live performance testing. After verifying that the radio product selection was going to work for the application, they designed a system to handle the needs present today, as well as scale to what might come, allowing for system growth.

STANDARDIZATION. Sloan employed Gallagher Access Control Command Center platform to unify the management of the controls and user interface. This access control platform had the security, flexibility, and ease of use to make this a perfect choice to unify the disparate systems.

SYSTEMS INTEGRATION. The nature of enterprise-level Access Control is to take many types of systems and unify them through the use of hardware and software integrations. The Gallagher platform allowed us to do this with existing surveillance VMS (Exacqvision) as well as NEDAP RFID and gate controls.

Continued on p36

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Case Study: Whitetail Resort, continued from p34

BUDGET. With all product selection, the budget was a consideration. Between the Gallagher platform (hardware and software) as well as the cameras, networking devices, and Ubiquity Radio technology, the Sloan team was able to stay within a budget for the level of control, standardization, and ease of use that was achieved.

RESULTS

The overall solution employs Gallagher Access Control with Bluetooth technology, along with smartphone card credentials; Exacqvision/Axis Surveillance for video verification and situational awareness; Ubiquity Radio Networking Equipment allowing connectivity to all devices; NEDAP Long Range RFID technology for fast gate access to authorized people; and Sloan-built architectural operated gates and all associated controls.

Shore Lodge is now able to centrally manage guest, member, resident, local EMS, and vendor access to all sites, gates, doors, and facilities connected to this unique solution. All authorized users have access through these controlled points via a mobile device (using Bluetooth), Long-Range NEDAP Tags mounted on vehicles, PIN number, or key fob. This system also allows an audit trail (including video) of all events associated with this system.

From the resort guest's perspective, this means an end to fumbling for keycards or keys in order to access their property. From the hotel management perspective, they no longer have to send someone to each remote site to change access permissions. This saves time and money, as well as making the small staff's job much easier.

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PEXCO

Benefits of High-Security Gates for Commercial Properties

Threats to businesses - both physical and digital - continue to grow. Ensuring every aspect of a business is protected from these threats is an increasingly challenging undertaking.

Many companies spend a great deal of time and money choosing a perimeter security fence but they don't always extend that focus to the access gate for that fence. Rosario Gallo, president of Access Anvil Corp., a leading provider of fence, gate and gate operator installations, says it's important to remember that a gate should serve more than an aesthetic purpose. "Although visual appeal is important, securing the property with high-quality security gates should be the ultimate goal. Companies should be able to count on their security gates to not only withstand the effects of time and weather so they will glide effortlessly while opening, but to provide the trusted security needed to prevent criminals from gaining access."

Gallo says there are a number of security benefits that should be provided by an access gate for a commercial property. He's outlined the top five of these below:

PROVIDE PROTECTION & PHYSICAL DETERRENT

When it comes to protection, many business owners tend to think of the physical building, as opposed to the entire property, but facilities like hospitals, universities, prisons, and commercial enterprises can benefit from the added security of high-quality security gates. Restricted areas, pedestrian entrances, and facility entrances often need an additional level of security this type of gate can provide. Secured designs can act as a physical deterrent while offering the desired level of aesthetic appeal the company seeks. The presence of a formidable security gate is often enough to discourage trespassers or on-lookers from trying to access the property. Adding a security gate can also increase the level of privacy.

IMPROVED CONTROL & ACCESS

If a facility requires access-control features like a keypad, card reader, telephone entry, installing a security gate system can incorporate the level of control needed. This further improves the security measures offered by the gate itself.

CURB APPEAL

Although one of the most important purposes of a security gate is to keep unwanted visitors outside, that does not mean it should detract from the property's curb appeal. A high quality security gate can be designed to be aesthetically pleasing and consistent with a property's existing appearance, even enhancing the entryway and surrounding landscape design.

REDUCED INSURANCE PREMIUMS

Insurance companies are aware of the security gate benefits. Installing a security gate on a property may both lower your insurance premiums and reduce the likelihood of costly future claims, which could lead to costly damage and losses, as well as to premium increases.

ADDITIONAL SAFETY

High-security gates do more than simply protect the surrounding property. These carefully engineered systems can also help provide added security to a company's most important resource: their people. Restricting vehicles or intruders from gaining access to the building or property can provide the reassurance that employees are safe on the job.

Learn more about Access Anvil and the gate access products they offer at www.accessanvil.com.

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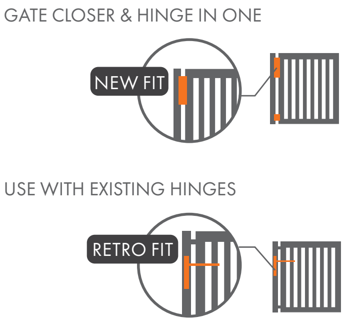
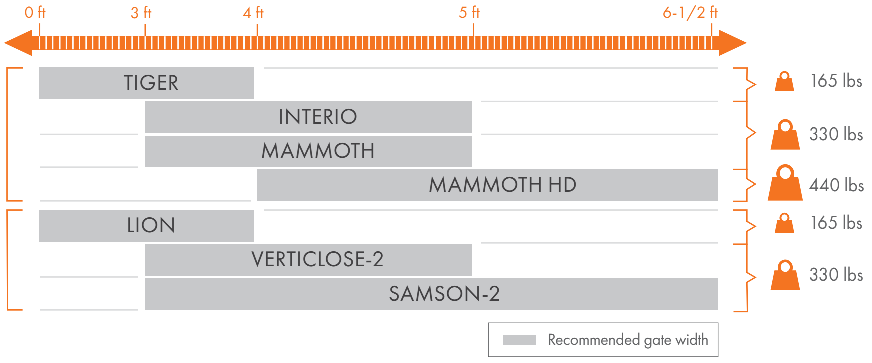
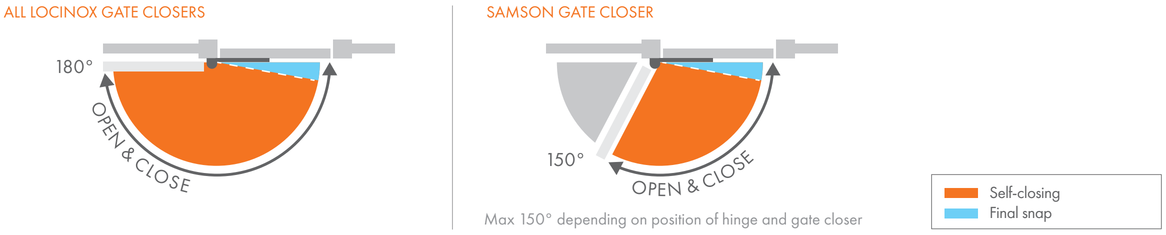

GATE CLOSER & HINGE IN ONE
NEW FIT
USE WITH EXISTING HINGES
RETRO FIT



OPENING ANGLE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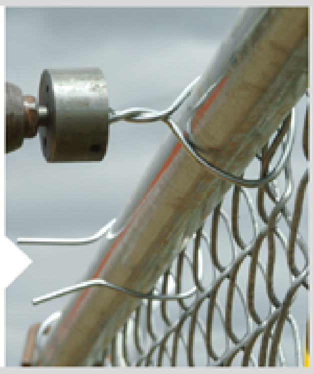

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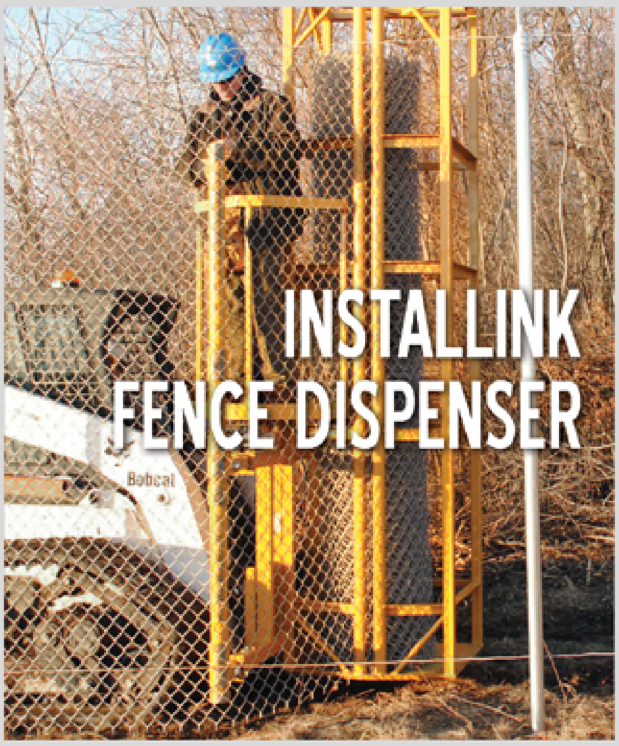

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The Extreme offers exceptional pulling force and visibility for quick operation. Pulls an average of two posts per minute with a force up to 29,000 pounds.

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Greatly speeds up the process of rolling up temorary or used fabric at the job site. A perfect roll every time for resale, later use or quick disposal.

AUGER BUCKET

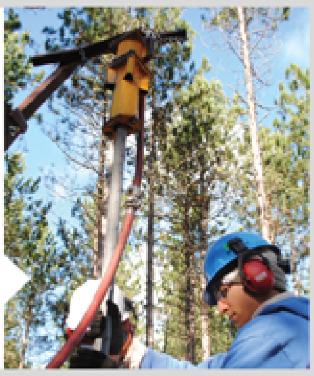
Maneuvers into fence lines that are hard to reach to fill post holes quickly without spillage. Three auger options. Shown with optional extension.

EZ SPOT UR POST SETTER

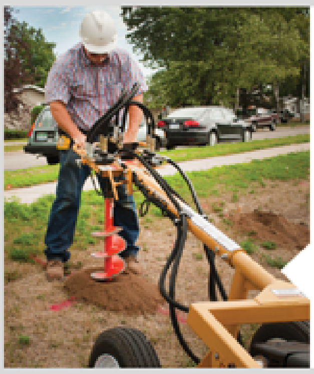
Easily sets posts of various diameters up to 32 feet in length and up to 1,100 pounds with a properly rated machine.

RHINO POST DRIVERS

Durable and dependable on the job. Drivers provide years of service, reduce costs and increase productivity.



GAS POWERED POST DRIVER



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EZ SPOT UR - Post Setter

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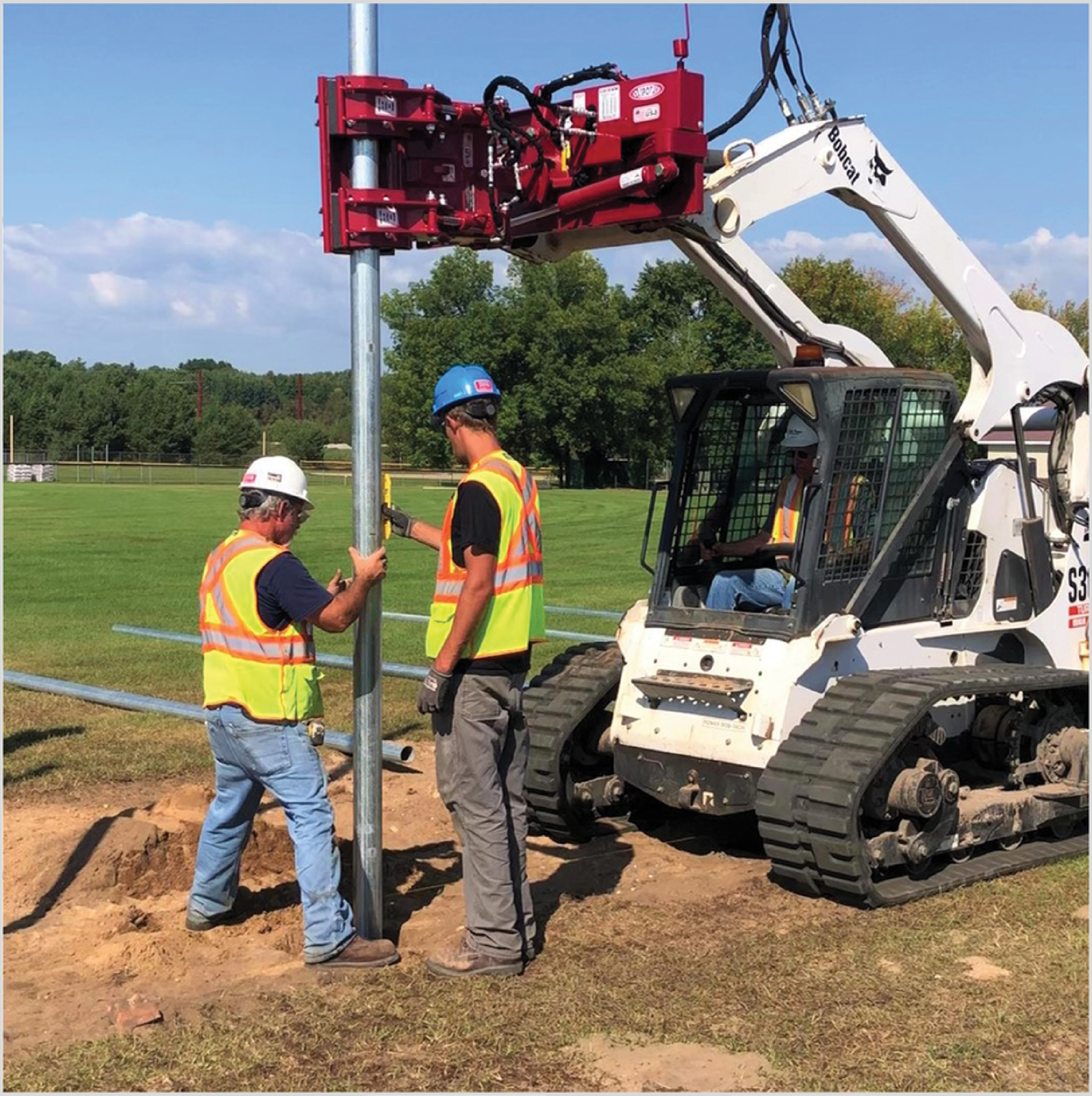

Installs posts up to 32 feet long with a post weight of up to 1,100 pounds with properly rated machines.

The post setter is compatible with most skid steers.

Max jaw opening of 12.80 inches with a minimum opening of 3.56 inches.

Inserts available for purchase to make the opening of jaws zero inches in diameter.

Lift and set posts with ease eliminating the risk of injury to employees.

Caution: Always avoid overhead power lines and other obstacles based on OSHA regulations.

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Fence installers constantly look for ways to cut time and labor from jobs. Large post installations not only increase the risk of injury to employees but also makes it difficult to produce competitive bids. The EZ SPOT UR Post Setter at L&C Enterprises-USA **safely** speeds up installation by maneuvering various lengths and diameters of posts. The increased speed results in more competitive bids and higher profits. Give us a call at **866-786-1009** to learn how an EZ SPOT UR Post Setter can give you a competitive edge. Scan the QR Code above or go to www.lcenterprises-usa.com to see it in action.

Top of the CHAIN

with

Peter Williams, Jr.

EASTERN FENCE

Celebrating 50 years in business, Eastern Fence was founded by Peter Williams, Sr., in 1971. Involved in the story are two doctors, a Canadian wood mill, and a family with tenacity built into their DNA. Read on to see how the business overcame challenges and is a thriving testament to hard work and savvy decisions. They recently celebrated their first acquisition with plans for more in the future.

HOW DID EASTERN FENCE BEGIN AND WHAT WAS THE CLIMATE OF THE FENCING INDUSTRY AT THE TIME?

When my father, Peter Williams, Sr., founded Eastern Fence, he was 28 years old. He had worked for nine years as a retail salesman selling installed fences, then he worked for one season for a wood mill selling direct to fence companies on eastern Long Island. In 1971, the two doctors who owned the Canadian mill decided to shut it down, leaving him without a job and two children at home. The doctors offered to sell him the 14′ flatbed truck, forklift, some office equipment and a little inventory for $14,000, agreeing to give him time to pay for it. They also gave him $2,000 as start-up money.

My father called his younger brothers, John, Bob, and Mike, and offered them jobs. They came from a blue collar, hard-working Irish family of 10 and dove in, not sure of what they were doing or where they were heading.

Eastern's first location

The doctors had an industrial building located on route 112 in Medford and after my father took over, it was obvious he could not afford the rent. The doctors also owned a very small summer cottage about a mile up the road that sat on three acres, so that became the office location. Our first warehouse was a burned out 10′x 40′ house trailer they found in Westhampton and dangerously re-located it to the new location.

The first couple of years were a total disaster, the property would have been great for growing potatoes, but was not so good for a forklift. Somehow, my father came up with enough money to have stone spread into the yard, and now we were in business.

In the first few years, my father would be out most of the day trying to create sales. He could not afford a car and would borrow Bob's. My uncles tell me they can still hear Bob yelling for my father to get back to the office after we closed for the day so he could go home.

The industry at that time was very different from today. The only products used were SCH 40 and SCH 30 galvanized pipe, galvanized and mostly green fabric, cedar stockade, bark-on stockade, redwood basketweave, and post and rail and farm fencing.

My uncles have fond memories of sitting around my father's picnic table after dinner and coming up with ideas on how to succeed. They offered free delivery with no minimum – Eastern still offers this today. Another idea was to put Budweiser in the Coke (soda) machine at the front counter. It kept contractors coming back over and over.

This is the second company truck. From left to right are my uncles Mike and Bob, me, my Uncle John, and our first driver, Wayne Keller.

We hired our first full-time driver, Mike's friend Wayne Keller, who proudly drove and delivered for Eastern until retiring just last year. Another person who guided us in the right direction was a true fence man, Charlie Schmans. He had worked with my father in his retail salesman days prior to Eastern. Charlie had been a national salesman for another company and knew fencing inside and out. He went on to become our sales manager; we could not have achieved our success without his early guidance.

Our third year put us over the top and that is when my father knew we would make it.

That was the year of the steel shortage, and no one could get enough pipe and fabric. We had developed relationships with several key companies, one of which was trying to introduce a new lightweight pipe into the industry. Originally, no one wanted to use anything lighter than SCH 30, but with the shortage, we had a great alternative. We became the first true complete fence wholesaler and delivery company serving Long Island.

WHEN DID YOU START WORKING IN THE COMPANY?

I started at age 5 years old, putting nuts and bolts into frame hinges! Once I started high school, I worked summers at Eastern and I've done everything from working in fittings, loading, unloading, driving, and working in the purchasing department.

In college, I majored in accounting and worked as an accountant my last two years of college. Upon graduation, I worked at a large accounting firm.

WHAT LED TO YOUR BECOMING PART OF THE COMPANY?

Once I was an accountant, I did audit work with 15 or so companies. It really showed me best practices and some not-so-great practices in running a business. In the late 80's and early 90's, Eastern was struggling, along with many companies around the country. At the time, my father was not involved in the day-to-day operations, but he returned to running the company and asked me to come in as the company's chief financial officer. We worked to turn the company around.

EASTERN'S PROMISE OF NEXT DAY DELIVERY ON IN-STOCK MATERIALS, WITHIN THE STANDARD DELIVERY AREA, IS PROBABLY A BOOST FOR YOUR CUSTOMERS. WHAT FEEDBACK DO YOU GET?

This is a tremendous benefit to our customers, knowing they could do last minute planning for their jobs, and we would deliver what they needed right to their job site. We have forklifts on the back of every delivery truck to aid in this service. There are times when we'll deliver to a customer's five different job sites and their shop all in the same day. This lets them have reduced inventory levels, reduced handling of materials, and it saves them in payroll and logistics for storing and moving all that material. This, in turn, saves the customer money. We will soon be rolling out live delivery updates, giving our customers complete visibility on when their orders will be delivered.

HOW HAS HAVING YOUR OWN EXTRUSION PLANT BEEN BENEFICIAL TO YOUR COMPANY?

First of all, it's not as easy as it looks. It's quite the investment and not an easy process. That being said it was imperative for us to start extruding our own PVC to help us down the path of consistent quality and, prior to last year due to COVID, availability. It also helped us fuel the growth of our branded products, including Illusions (assembled, individually wrapped and stocked PVC fence and accessories) and Grand Illusions (35 real wood looking grains and rich, matte finished colors of PVC fence sections and accessories) and EverStrong Profiles (the dimensional PVC lumber used by fence fabricators around the country).

THE PANDEMIC HAS AFFECTED VIRTUALLY EVERY PART OF BUSINESS. HOW HAS EASTERN WHOLESALE FENCE WEATHERED THIS TIME?

First, I want to address the health side. COVID has impacted every one of us. It has been difficult for all the people here at Eastern, our customers, our suppliers, friends, and family. We have had many cases here throughout the company, and thankfully, we have all recovered. Some of our employees' family members have not had the same results, and that has been sad and difficult for us.

Regarding the business, in March and April of 2020, there was tremendous uncertainty with everything. We did not have the visibility on how this would impact Eastern, the industry and building products in general. We closed for a few weeks when we had the first handful of cases at the company. We were considered an essential business here in New York, but with the uncertainty around this virus, we felt it better to close for the safety of our employees.

Once we waited the few weeks and started opening our business up, the industry just exploded. We all saw what happened. We all still have shortages; the industry is basically out of capacity in all the product lines.

Our plan was to open another facility outside of Charlotte, in Salisbury, North Carolina. We decided to move that forward as quickly as possible to help offset our own capacity constraints here in our New York facilities. That plant just about doubles our PVC extrusion capacity in our 140,000 square-foot building. We set this plant up with plenty of room to grow in the future.

WHAT IS YOUR FORECAST FOR THE FENCING INDUSTRY IN THE NEXT FIVE YEARS?

I feel our industry will continue to thrive for many years to come, thanks to the repair and remodel market that COVID brought. We are positioning our company to increase our capacity and grow with the market through some acquisitions and other new locations around the country. I am very proud that we recently acquired the assets of Hudson Fence Supply in Fort Mill, South Carolina. We are so excited to join forces with this great team.

ARE THERE OTHER PIVOTAL TIMES IN THE HISTORY OF THE BUSINESS?

We sold the business to a private equity group in 2017. The sale allowed my father to pursue other endeavors, and I remained CEO with an equity stake in Eastern. More recently, we sold to our current ownership in October of 2020 where I still have an equity stake in Eastern. Through both sales, our management team has stayed intact, continuing the culture we've had for the last 50 years. These processes, and having a financial partner, have helped us all grow as managers and run our business more professionally with metrics, data, and full transparency within our team. We also have the resources to grow our business through expansions and acquisitions. My role has changed from day-to-day management to more of a visionary and coach for our team. It has truly been a lot of fun.

EASTERN WHOLESALE
FENCE COMPANY INC.

One of the famous Eastern Trade Shows in Atlantic City, New Jersey. Pictured is our first salesman Charlie Schmans, Peter Williams, Sr., one of our branch managers Kevin McGowen, and the other two men won the truck in a raffle. They worked for Braun's Ironworks in Horsham, Pennsylvania.

THE ART OF SMALL TALK AT BUSINESS GATHERINGS

Now that COVID restrictions are being lifted across the country and meetings and events are beginning to take place in person again, it might be a good time to brush up on your conversational skills. Over the past year, the need for small talk at gatherings has been practically non-exist, but as events return, so to will the need for this social skill.

Small talk can make a big difference in conversation effectiveness. Although it is one of the most common forms of communication, many detest small talk and see it as an awkward gesture. However, small talk in a business setting can accomplish many tasks—easing tension, establishing a common factor, or forging a lasting business connection—without the need for profound speech or originality.

Effective small talk begins with the body, not the voice. Eye contact, coupled with a friendly smile, is a key part of any conversation, making the speaker appear approachable and attentive.

Whoever makes the first introduction looks confident and is positioned to guide the rest of the conversation. Questions or statements about the weather or event, as cliché as it sounds, are a great way to follow up initial introductions. A compliment also serves as a good startup to the discussion.

The tone of the conversation should be light and positive when searching for a shared interest. Common topics for small talk are movies, music, sports, books, travel, and hobbies. Knowledge of current events is an important tool for discussion, especially in the business world; however, one should avoid controversial topics—politics, religion, or off-color jokes—if it is unclear where the other person stands on these subjects.

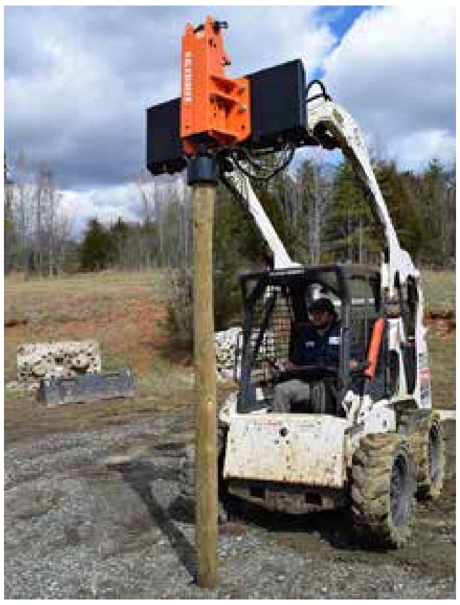
Focus on the other person and listen intently to what he or she is saying. This will show respect for the speaker and lessen feelings of self-consciousness. Silence is not always a bad thing. Thoughtful pauses in the conversation are encouraged as they give all participants the opportunity to collect themselves and reflect on what has been said.

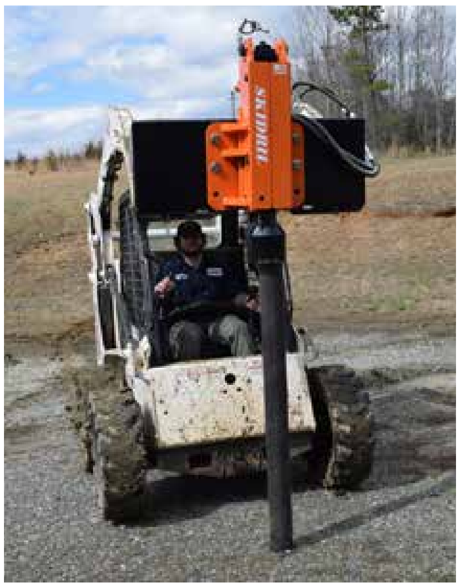
Before walking away from the other person, a simple, graceful exit line will politely close the conversation rather than just allowing it to dissipate. For example, you can say, "It's been great talking with you! I really enjoyed hearing about…"

Small talk is a simple tool that can be used in any setting to create a lasting impression for both yourself and your business.

RIG-MOUNTED POST DRIVER

HP1000SS





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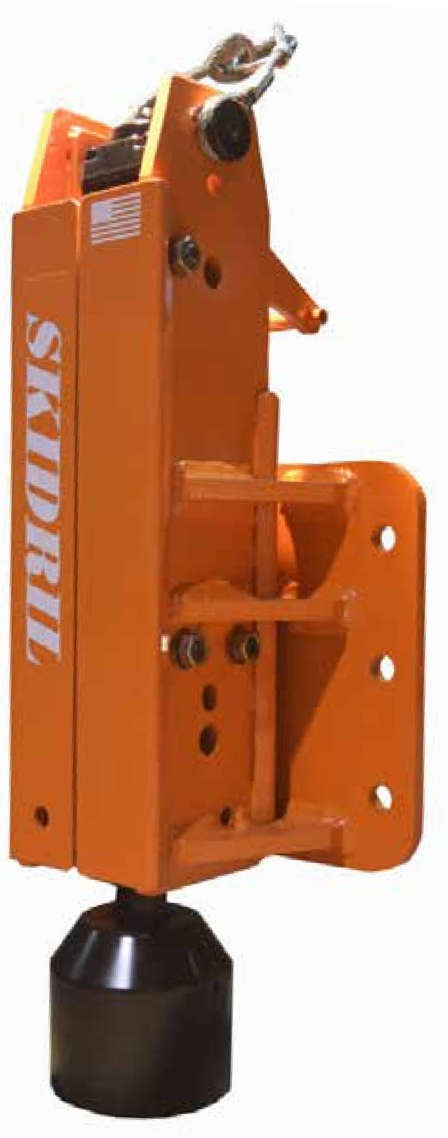
- Can be slung or hard-mounted
- 1 year parts and labor warranty



Dimensions: 40 x 18 x 12 (main body without quick-mount plate)

Impact Energy: 350 Ft-lb

Weight: 496 LB w/quick-mount plate & tool

Pressure: 1650 PSI

Flow: 5.5 - 7 GPM

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Industry Support Programs Are **Ready to Help**

Tom Luby, ***Business Consultant***
and Fence Industry Spokesperson

SHORTAGES IN MATERIALS AND MANPOWER HAVE PLAGUED THE FENCE INDUSTRY ALMOST AS DOGGEDLY AS THE COVID PANDEMIC FOR MORE THAN A YEAR NOW, YET FENCERS CONTINUE DOING WHAT THEY DO BEST, GETTING THE JOB DONE. MORE THAN EVER BEFORE, I FEEL WE ALL NEED TO HANG TOUGH TOGETHER AND TAKE ADVANTAGE OF EVERY RESOURCE AVAILABLE TO KEEP YOUR COMPANIES STRONG AND VIABLE.

Fortunately, there are many valuable industry resources to help in that capacity. This month I want to look into some of the vital resource opportunities available to the fence industry and how you can benefit the most from those resources.

I want to be clear I am not endorsing any individual vendor, group or association; I just want to point out as many opportunities as possible for you to take advantage of and investigate for yourself.

First, there are several fence industry trade groups, such as the North American Fence Contractors Association. I had the pleasure to speak to Al Martins and Clint Iams about their group and the programs they sponsor, both educationally and philanthropically.

NAFCA sponsors philanthropic programs each year at Arlington National Cemetery in Washington, D.C., as well as a fence industry school in Sebring, Florida. NAFCA is first class, tight knit family of fencers.

There are also specific industry trade organizations such as the Chain Link Fence Manufacturers Institute (CLFMI), the National Ornamental and Miscellaneous Metals Association (NOMMA), and of course, the largest, the American Fence Association (AFA).

From its inception almost 60 years ago, the American Fence Association is one of the fence industries' greatest resources. With Tony Thornton serving as the executive president for almost a decade, the AFA inspires professionalism in fencing by promoting honesty, ethics and the education and certification of its members.

Another extraordinary benefit the AFA provides are the many regional and national fence industry trade shows they sponsor. Shows like FENCETECH, the largest national fence industry trade association show put on every year, with the exception of last year, due to the pandemic. Also, regional trade shows like the West Coast Fence Show hosted by the California Fence Contractors Association in September of this year and the Garden State Fence Association show in Atlantic City, New Jersey in October of this year to name a few.

I have had the privilege of speaking at educational seminars for over 20 years at dozens of national and local events sponsored by the AFA. They take their mission statement very seriously of providing the conduits for professionalism in fencing through education and certification of their members and for decades, they have sponsored regional and national schools and resources to achieve this goal.

A few of the many other benefits of joining the AFA is the tremendous networking power they provide, along with industry specific business partners that offer industry specific goods and services at discounts, sales and marketing support both locally and nationally, shop drawings, ASTM Manual, Safety and OSHA Guides, testing and certification programs for members, directories and buyers guides, the AFA University and so much more.

Be sure to check them out at www.americanfenceassociation.com, as well and the North American Fence Contractors Association at www.4nafca.com.

Other support mechanisms for the fencing industry stem directly from some of the leading suppliers and vendors. Industry leaders like Master Halco and Merchants Metals promote dealer excellence and serve the needs of the fence contractor in the US and Canada.

Many trustworthy and reliable vendors support fence contractors with not only materials but also dealer support systems like providing fence estimating tools, providing direct referrals that send potential customers directly to your website of physical location, providing product warranty and full color brochures and samples, and much more.

I realize the stress that the material shortages is having on my fence contractor clients, I hear it from them every day, but the shortages are affecting all of us, suppliers and installers alike. Remember the value of having good relationships in the supply chain and have faith in your suppliers. Believe me, they all want to sell you fence product that is how we all survive.

Speaking of philanthropic endeavors, Master Halco announced that each of their branches chose a charity important to them to benefit during the month of May. That is indicative of good vendor relationships and working together as a team.

I also want to mention many other fence industry vendors offer their own support programs, and many of those vendors can be found right here in the pages of Fence News USA. I have found that when times get tough, the fence industry stands together like no other.

There are so many major manufacturers, wholesalers and distributors that I have had the pleasure of working with over the past quarter century whom I know are pitching in to help their loyal customers, the fence contractors. In this article I only have room to name a few, but contact your local supplier and ask, you will be surprised at how willing they will be to help.

Companies like DKS DoorKing, an affiliate of which I had the pleasure of working with this past summer in Dallas, Texas. When I spoke with them, they told me they supported industry training programs in many ways including donations of products and instructor personnel. They are also very active, like many other gate and access control companies, through their membership in the industry trade associations including AFA, DASMA and NOMMA.

Ron Miller of DKS DoorKing is chair of the American Fence Association (AFA) Operator Installer School and Automatic Gate System Designer School and he is an instructor for both schools. Scott Meckes, also of DKS DoorKing, is an instructor for the Operator Installer School and Automatic Gate System Designer School.

Rick Sedivy is on the board of directors for the Accreditation and Certification Institute (ACI), board of directors for DASMA, former board member for the Institute for Door Dealer Education and Accreditation (IDEA), member of the Industry Coalition Committee that created the study guide material for the ACI and IDEA Automated Gate System Installer certification and the Automated Gate System Designer Certification. This committee also created the ASTM F2200 construction standard for automated gates and a member of the UL 325 Standard Technical Panel (STP).

DKS DoorKing also sponsors virtual training programs on a regular basis featuring a variety of topics. To see their schedule, visit www.doorking.com/company/training-seminars.

They also have a hands-on two-day training seminar program in which they bring products (gate operators, access control systems with all the accessories) into a training room and attendees get to build a complete automated gate and access control system. Also, DKS DoorKing regional sales managers do one-day training at their distributor warehouses. These can be a formal training session or simply setting up a quick display to show what is new with various products.

And Master Halco and DKS DoorKing are only a few examples of the many fine vendors in the fence industry giving back to the fence community that supports their products and services, there are many, many other find vendors also stepping forward to help the fence industry reach the highest level of professionalism and service for all customers across North America. Joining an industry association like the AFA or NAFCA are other good venues to find resources to help navigate the uncertain waters of the fence industry today. Good luck.

As you can see, so many places to turn to for support in the fencing industry, all you have to do is ask.

About the Author, Mr. Thomas Luby, and Profit Builders International

Profit Builders International, Tom Luby has been successful in helping hundreds of fence installers and fabricators, manufacturers, general construction, sales and distribution organizations and many other type companies accomplish a higher level of success and profitability. He has developed a program called the "***Roadmap to Success***" that can help you do the same for your company at a fraction of the cost of hiring a business consultant to do this for you.

*The entire "**Roadmap to Success**" Program is available on CD, along with "The Close" by contacting Profit Builders International at the phone or address below:*

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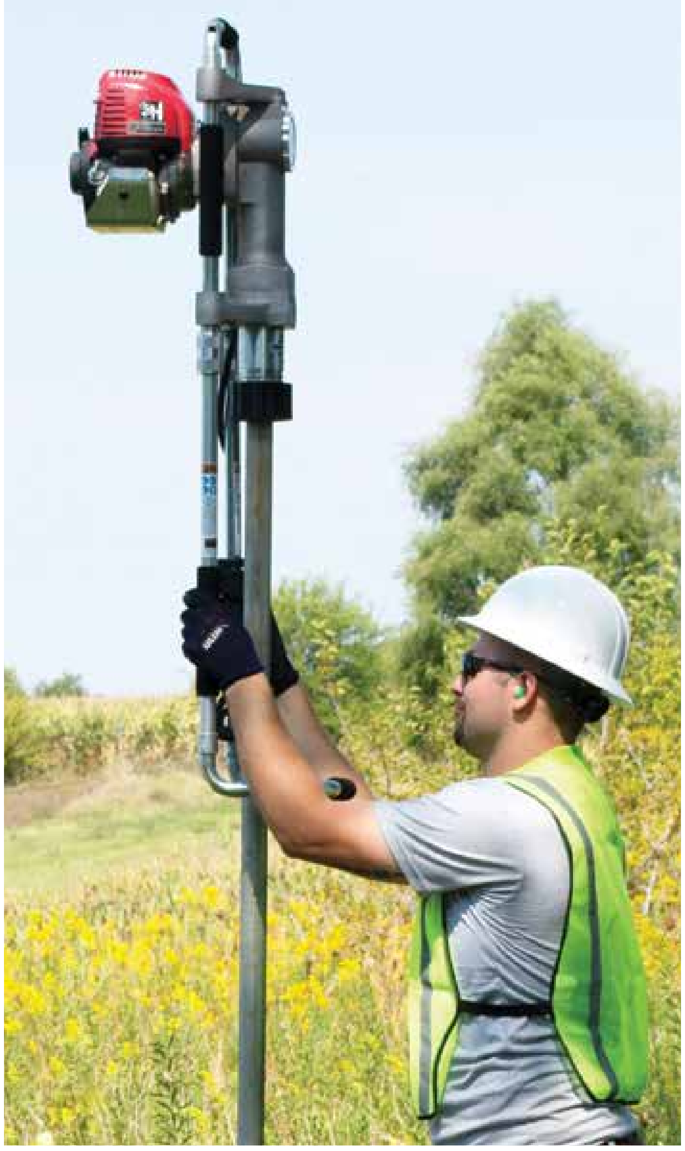

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Manager Celebrates 15th Anniversary at Hercules Fence

Congratulations, Robbie, on 15 years!

Robbie Oxer, manager, is celebrating 15 years with Hercules Fence located in Lake Charles, Louisiana. He started after Hurricane Rita hit the area, a storm that dealt a severe blow to Southwest Louisiana. Interestingly, two hurricanes, Laura and Delta, hit the same area last year and he is once again working diligently on fulfilling orders to thousands of residents in need. "I do a little of everything, whatever is needed of me that day," he says. A native of Florida, he came to Lake Charles on a rodeo scholarship to McNeese State University.

"I enjoy the variety. It's not a desk job and it's not hard labor. I get to wear many hats," Oxer says. "I have become friends with many repeat customers and our crew and staff are like family. One of the best things about my job is the good feeling of knowing our work helps protect people and animals."

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by Mark Levin, CAE, CSP
Executive Vice President, Chain Link Fence Manufacturers Institute

As We Rebound, Watch For These Underlying Danger Signals

The first quarter of 2021 appears to be a good one for the fence market. For example, sales of both residential and commercial chain link were up over last year (which was itself a good year), while security grade chain link held steady. Other types of fencing also reported positive signs, despite being suppressed somewhat by ongoing supply chain problems.

As the industry tries to keep up with demand (and demand seems ready to jump even higher with the reduction in COVID-related restrictions), it might be a good idea to take a look at some of the underlying danger signals that need to be addressed by the fence industry's members.

PRODUCTIVITY CHALLENGES

Our industry has faced a skilled labor shortage since long before we ever heard of COVID. Unfortunately, that hasn't changed much in the past two years. But, what has been happening recently has created a combination of factors leading to lower productivity for the employees who are on the job.

One of those factors is the slowdown and uncertainty of materials getting to job sites. These delays and shortages create downtime for employees, ranging from administrative staff to vehicle operators to installers and production workers. This downtime is costly because it can be sporadic, so redeployment of workers to other tasks is difficult. It also is costly because newer employees are not able to start advancing through on-the-job experience as quickly as they might with everything running at full capacity on a consistent basis.

Finally, the battle to attract people to the industry, and to retain the best people already in the industry, can result in average wages being pushed higher. It's not only the competition for the best workers among fence industry companies. There has been a push in Washington, D.C. to increase minimum wages for most industries, which historically has pushed wages up across the board. This means any loss in productivity is even more costly to your companies.

HIGHER MATERIALS COSTS

Some of the same factors affecting labor costs are impacting materials costs. Certainly, supply chain delays and breakdowns are impacting materials prices, but so are soaring transportation costs, production costs, and raw materials costs. These costs get pushed down the supply chain to contractors and distributors, who are forced to either pass the costs on to customers or eat the costs themselves.

The dilemma created is that profit margins in the fence industry are already small enough without additional burdens on contractors and suppliers, so eating the new costs doesn't make good business sense. However, passing the cost through to the customer risks pricing certain items, projects or upgrades out of the market.

Trying to explain all this to the customer is useless. This customer doesn't want to hear about your problems, they only want to hear about how you are going to finish the project on time and under budget.

INADEQUATE PERFORMANCE ON THE JOB

Care has to be taken with a market environment, such as this one, that time, money, and other issues don't cause projects to be rushed, understaffed, or improperly supplied and managed. One of the oldest sayings in the fencing industry is that, "Your reputation is only as good as your last job." That has never been more true. Online rating systems, social media, and unsavory word-of-mouth referrals can hurt a company's brand almost overnight. (i.e., the most profitable and/or able to boost the company's reputation)

The desire to keep all projects going, and at the same not lose out on bidding or negotiating for any other opportunities that arise, can create situations that are not in everyone's best interests. Being able to focus resources on those projects that are the most important (i.e. most profitable and/or able to boost company reputation) will be an even more important skill in the coming months.

We talked in previous issues about the need to adhere to strict quality control standards on every part of every project. Don't be pressured into cutting corners on anything without

Continued on p56

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Select Entry Systems Announces the Release of **Select Cellular TEC1ACL Series**

Select Entry Systems, a division of Select Engineered Systems, Inc., announces its new Select Cellular TEC1ACL Series. It's a single system, all-in-one cellular based entry system that includes the new Select Cellular Module Interface (router) "SCMI" providing 4G/LTE cellular network communication for telephone entry access control systems with a paid monthly Fixed IP 4G/LTE VoLTE cellular service plan.

It is capable of 1000 user capacity, with two door card access and up to four cards per user code. Programming available through the cellular network via Selcom software. As with all cellular applications, the TEC1ACL with "SCMI" needs a paid monthly cellular service which is provided in collaborations with AT&T or T-Mobile. An active SIM with a Fixed IP 4G/LTE/VoLTE cellular service is included and shipped with all TEC1ACL Series units along with a 12V DC power transformer for a simple and convenient plug and play installation.

The TEC1ACL series with "SCMI" allows units to call residents using 4G/LTE/VoLTE networks and eliminates landlines. When a visitor dials a resident on the TEC1ACL series unit, the call is routed through a 4G/LTE/VoLTE network. On answering, the resident can talk to the visitor and then press the Open Door touch tone on his/her phone to grant access. A static or "fixed" IP address is configured in the SCMI for programming the units.

The SCMI is shipped with activated cellular services within the US charged on a monthly basis to authorized dealers. For alternative 4G/LTE/VoLTE cellular service providers or outside of the US, contact SES for other solutions.

The TEC1ACL Series is part of the new Select Cellular product line and is sold as a single system, all-in-one cellular access solution out of the box without any external or secondary housing or enclosure. For system retrofit of existing CAT and TEC series, a plug-and-play solution that includes an external enclosure is required for mounting the SCMI. Two options are offered which include SCLRHD (weather resistant stainless steel door and aluminum enclosure) or SCLRPC (weather and waterproof NEMA rated polycarbonate enclosure).

TEC1ACL Series with "SCMI" is available for immediate delivery. Call 800-342-5737 or email sales@selectses.com for more information.

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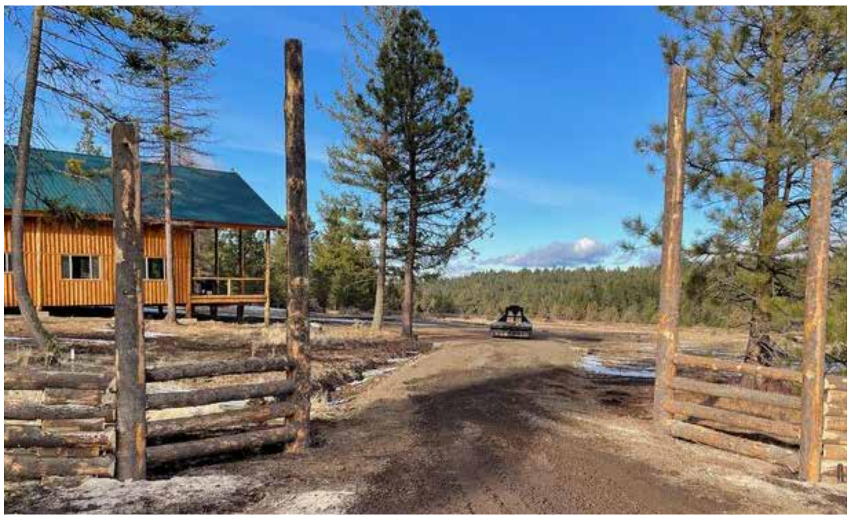

Located along Central Oregon's historic Route 19 in Kimberly, Longview Ranch maintains 30,000 stunning acres of diverse landscape, including many acres of lodgepole pine trees.

Eight miles of the John Day River flows through the middle of the property, which operates primarily for the purpose of raising grass-fed cattle. With three tributaries sharing annual steelhead runs, Longview Ranch also manages 25,000 acres of Bureau of Land Management (BLM) grazing grounds and 485 acres of irrigated hay producing land, which is home to 800 mother cows and 50 bulls.

Recently, Longview Ranch made a beautiful fence the old fashioned way, utilizing logs from lodgepole pine trees that had either overpopulated an area or were infiltrated by beetles. While Longview Ranch had the ease of modern technology, like a skid steer and chain saw, the ranch was thrilled to make the fence out of this gorgeous wood instead of chain link or barbed wire.

It is Longview Ranch's hope that this incredible, repurposed fence is appreciated for many decades to come.

To learn more about Oregon's Longview Ranch, visit www.longviewranchoregan.com.

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Stephens Pipe and Steel Makes Acquisition

Stephens Pipe and Steel, LLC, the largest fence manufacturer/distributor in North America, is pleased to announce the acquisition of Guardian Fence Suppliers of Columbia, South Carolina. Guardian Fence is a 40-year-old fence manufacturer with a solid reputation in the manufacturing of chain link fabric.

"We are happy to make this happen, it's not often that an opportunity like this comes along," says Terry Stephens, president of Stephens Pipe and Steel. "There are people working at Guardian that started when the company opened more than 40 years ago. Between their manufacturing ability and the ideal location we see this as a win/win for Stephens Pipe. Charlie Weston built a fine company and we intend to grow and carry on."

Stephens Pipe and Steel, headquartered in Russell Springs, Kentucky, opened in 1974 as a small, privately held, regional wholesaler of chain link fencing products. The company is 100% U.S. owned and a multi-faceted manufacturer/distributor with multiple locations across the United States. They have over 1,200 employees, operate five tube mills with over 110 weaving machines and a company-owned trucking fleet. *To learn more, visit www.spsfence.com.*

Celebrating the Life of Joseph Brown

Joseph Eugene Brown, Jr., went home to be with the Lord on Sunday, May 9, 2021. Born on November 20, 1962, "Joey" brightened the lives of his parents, Joseph Eugene Brown, Sr. and Betty Conner Brown. Joey was married to the love of his life, Myra Coffee Brown, for 36 years and treasured his two daughters, Laura Lee Brown and Julia Mae Brown, as well as his sister and brother-in-law, Maria Brown Key and Dan Key.

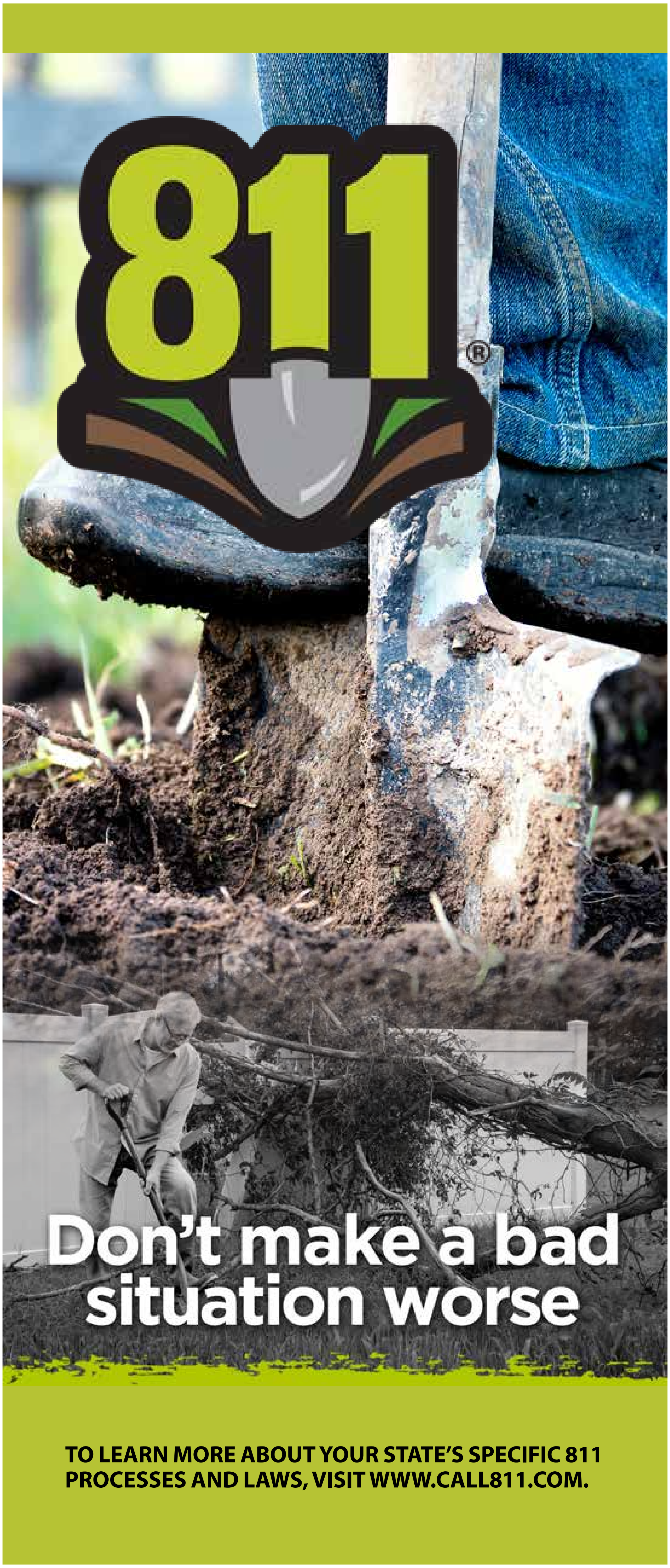
Joey was the proud owner of the Brown Fence Company of Chattanooga, which had been in the Brown family for over 100 years. In Joey's honor, his family will continue operating the business.

Myra, Laura and Julia Brown ask that we all continue to live like Joey Brown by giving the best of ourselves to others and loving with all our hearts. In honor of Joey, the Brown family requests any donations go to a family whose young child has recently been diagnosed with diabetes.

Underlying Danger Signals, continued from p52

analyzing the causes of these situations and doing something to prevent them from occurring over and over.

People in the fence business are used to digging (post holes, excavations, etc.). Now is a good time to be doing a different type of digging; looking below the surface of those day-to-day challenges and look ahead into the future. Head off those underlying dangers being created by today's marketplace and give yourself a competitive advantage in the marketplace ahead.



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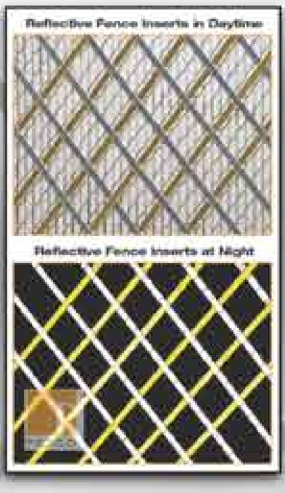
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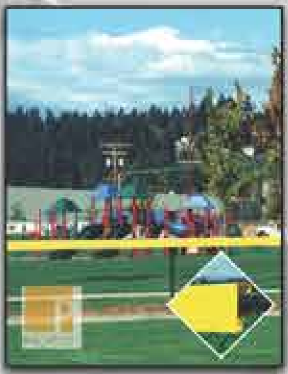
Reflective Fence Inserts at Night

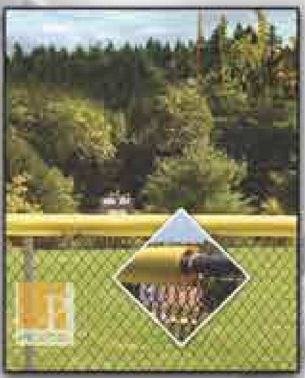
Reflective Slats

Reflective Slat Inserts are designed for gates and sections of fence where visibility is critical, especially at night. These Reflective Inserts are well suited for airports, hospitals, schools, commercial facility entranceways, temporary construction sites, residential driveways, or keeping vehicular



Safety Top Cap™

Safety Top Cap™ The unique design provides protection against bodily injury by covering the exposed knuckles or barbs on top of a chain link fence.



Safety Top Cap LITE™

Safety Top Cap-LITE™, provides safety and greater visibility to the top of chain link fence systems on athletic fields, in parks and recreational facilities.

For over 65 years National Metal Industries is one of the leading manufacturers and distributors of metal, PVC, & wood fencing, decking, railing, outdoor structures and more.

We provide top-grade fencing materials at competitive pricing. Through our unsurpassed customer service and quality products offered, we have come to be the supplier of choice.

NATIONAL
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Privacy Slats & Windscreen for Chain Link

Windscreen

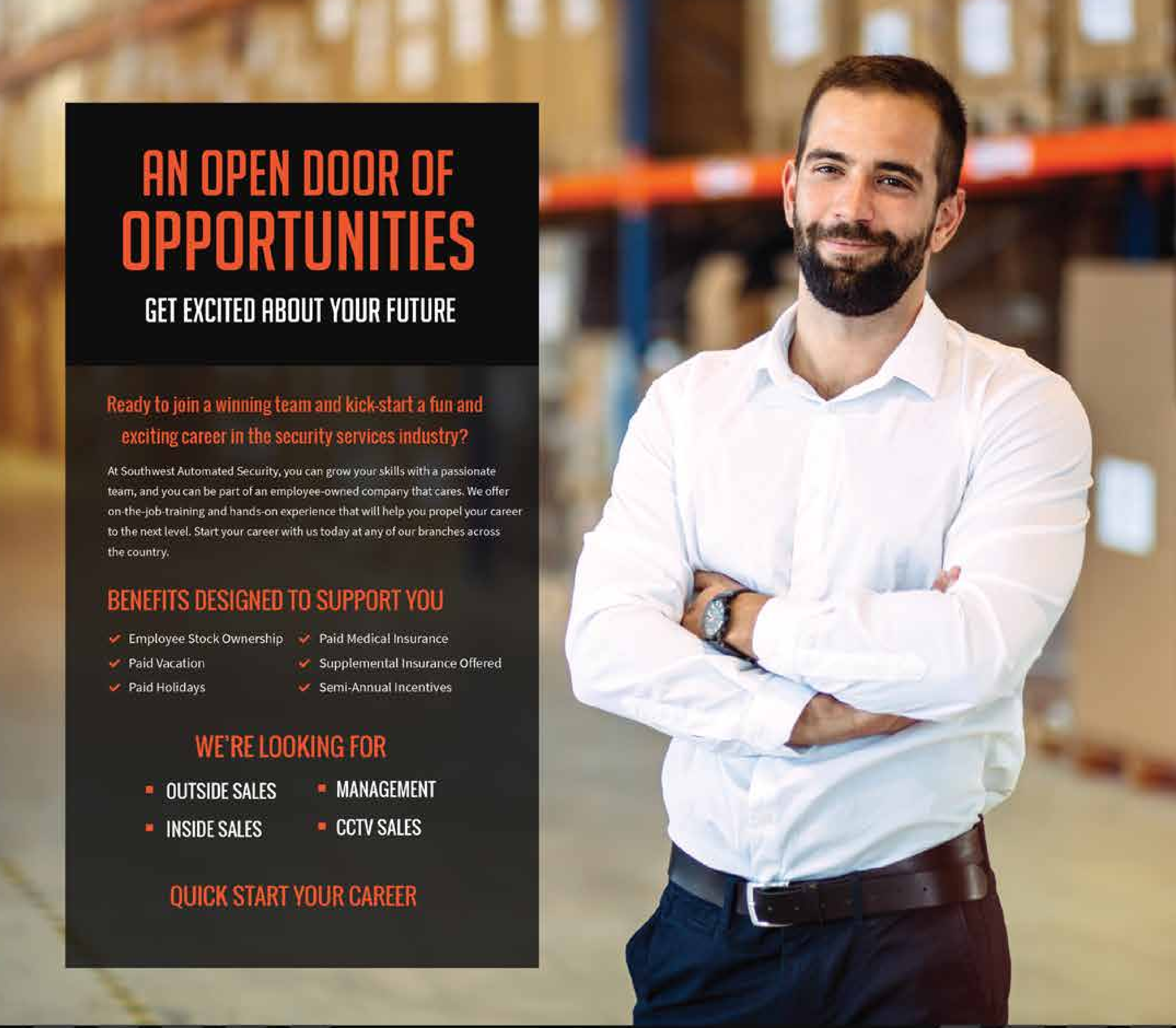
The most durable Privacy Fence Screen / Shade Cloth product in the market today. Designed specifically for outdoor fence durability and to withstand rigorous environments.rigorous environments.

Aluminum Slats

A classic lattice design, our aluminum fence slats provide a unique appearance at an affordable price.

Our extruded aluminum slats feature a gloss-baked enamel finish and are inserted diagonally and lock into place, making installation an easy process.

Available from National Metal Industries, **Forevergreen-Hedge** transforms open-space chain link fence into a beautiful, private, protective enclosure.
Get the natural appearance of a finely groomed hedge without the maintenance, water or trimming. **Forevergreen-Hedge** blends well into any landscape and provides about 95% privacy. Proudly manufactured in our New York warehouse.



AN OPEN DOOR OF OPPORTUNITIES

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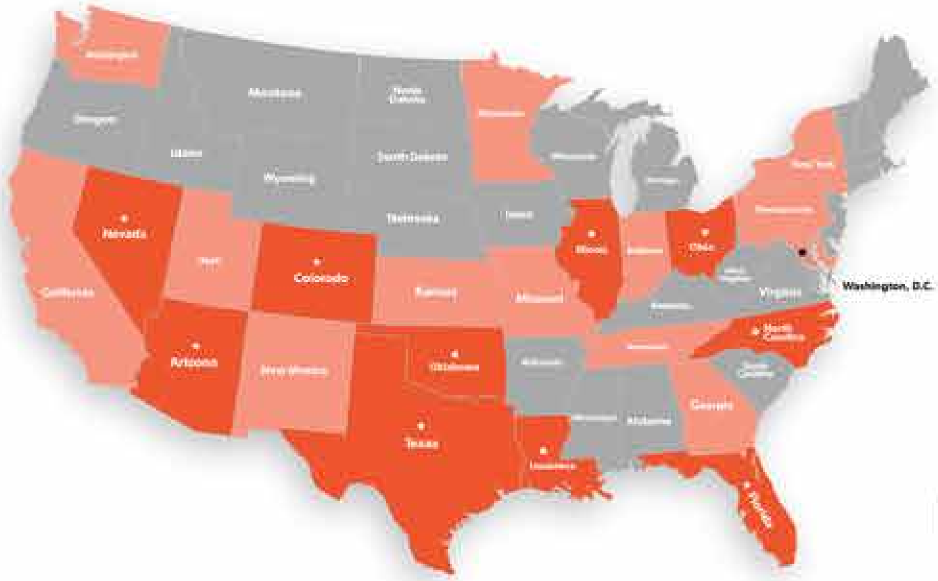
- MANAGEMENT
- CCTV SALES

QUICK START YOUR CAREER

OUR CURRENT & EXPANDING LOCATIONS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North Dakota
Idaho
South Dakota
Wyoming
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Nevada
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Colorado
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Illinois
Ohio
Virginia
Washington, D.C.
North Carolina
Arizona
New Mexico
Oklahoma
Georgia
Alabama
Texas
Louisiana
Florida

▨ ALL FUTURE PROSPECTS

🟥 CURRENT	🟧 EXPANDING
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FT WORTH	ATLANTA
HOUSTON	LOS ANGELES
SAN ANTONIO	NEW YORK
BOYNTON BEACH	SACRAMENTO
TULSA	NASHVILLE
BATON ROUGE	ST LOUIS
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BUSINESS OPPORTUNITIES

NOW HIRING!
OVERSEAS DISTRIBUTORS, INC., an Importer and Wholesale Distributor of Chain Link Fence fittings, is now hiring managerial, clerical, and sales personnel for existing locations in Houston, Tampa, Baltimore and Atlanta. Prior experience in the sale and wholesale distribution of chain link fence and farm fittings is preferred. Strong organizational and communication skills are a must. ***If interested, please email your questions and/or your resume with work history and salary requirements to job@odifence.com.***

SECURITY FENCE COMPANY
YORK, PA
---HIRING IMMEDIATELY---

Security Fence Company is the leading fence, deck, and access installer/supplier in South Central Pennsylvania. Due to rapid growth, we are currently hiring for the following positions in our York county location.

- **Outside Fence Sales Representatives**
- **Inside Fence Sales/Estimator**
- **Residential Fence Installers/Foreman**
- **Residential/Commercial Deck Installer**
- **Commercial Fence Estimator**
- **Commercial Fence Scheduler**
- **Commercial Fence Installer**
- **Access Division Install Technician**

WE OFFER:

- Competitive Pay
- 401K Plan
- Paid Vacation Time
- Year-Round Employment
- Medical, Dental, Vision Benefits

Please send your resume to: CAREERS@SECURITYFENCE.COM

OUTSIDE SALES POSITION –
Growing NY Fence Manufacturer Wholesaler expanding its Outside Sales Team in the North East. Looking for energetic self-motivated candidate. Candidates must have Fence or Building Materials experience, reliable transportation, and computer skills. Competitive salary and benefits available. ***Please forward resume to: Fence News USA, Box A3, email mary@fencenews.com. EOE***

GENERAL MANAGER FOR FLORIDA BASED FENCING COMPANY
Fence Dynamics, a well-established fence company out of Port Charlotte, FL, is looking for a General Manager. This is a very fast paced environment in a growing business.

WE OFFER:

- Competitive Pay
- Paid Vacation
- Vehicle Allowance
- Will possibly pay relocation expenses

Please send your resume to blase@fencedynamics.com

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Want to be part of a winning team?
Want to be compensated for your results?
Want to be better today than you were yesterday?
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Electronic Entry Distributors, a national wholesale distributor of access control, gate automation, entry systems and perimeter security products continues its rapid growth across the country. To support our trend, we are in need of top-quality people to fill the following positions:

- **Regional Sales Managers**
- **Branch Managers**
- **Customer Service/Warehouse Reps**

We currently have openings in California, Texas, Florida, Georgia and Indiana. If you want to be part of our winning Team; ***please submit your confidential resume to: info@electronicentrydistributors.com.***

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Enable Accessible Door Communication with DoorBird

The new DoorBird add-on module enables door communication. Through acoustic and visual signals, DoorBird intercoms help people with impaired hearing or vision to enter buildings.

Accessible communication systems must simultaneously address two of these three senses: sight, hearing and touch. The so-called two-sense principle ensures that entrance areas are accessible and usable for people with sensory impairments without the help of third

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parties. To meet these requirements, Bird Home Automation developed the special "D2100E Accessibility" intercom module. The new module is integrated into DoorBird intercom systems and is used especially in public buildings such as educational institutions, hospitals and retirement homes.

On the "accessibility" module, the current status of a DoorBird door station is visualized with three pictograms: call, talk and open door. In addition, the module has a hearing loop that can wirelessly transmit the audio signal from the intercom to the visitor's hearing aid. The visual display and induction loop make communication easier for people with hearing impairment and all hearing aid users. In addition, Braille can be added to the IP-based intercoms so that the information is easy to feel. This also reduces the sensory barrier for people with visual impairments.

Existing IP video door stations of the D21x series can be retrofitted with the "DoorBird D2100E Accessibility" integration module. New door stations can be equipped with the additional module with just one click and ordered via the 3D configurator.

The Bird Home Automation Group develops, produces and markets high-quality IP video door intercoms under the trademark "DoorBird" around the world. The company's headquarters and production plant are located in Berlin, Germany, with an office in San Francisco. "DoorBird" stands for the combination of exclusive design with the most innovative IP technology in the field of door communication. The products are made from corrosion-resistant precious metals and manufactured in Germany according to the highest quality standards. *For more information, visit www.doorbird.com.*

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VISIT FENCE NEWS at the WEST COAST FENCE SHOW

Fence News is pleased to be part of the West Coast Fence Show. Stop by and visit with us; we look forward to seeing you.

WEST COAST FENCE SHOW
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EVENTS

West Coast Fence Show

The West Coast Fence Show, also known as the "Biggest Little Trade Show in the West," will take place September 9 – 11, 2021, in Reno, Nevada. Two days of educational seminars will be provided, including several gate and access control classes. Certification testing will be available through ACI. Booth space is available at the exhibition show featuring fencing, deck, railing and perimeter security and access control. *For details, visit www.westcoastfenceshow.com.*

ASO Safety Hosts FABTECH

FABTECH is North America's largest metal forming, fabricating, welding and finishing event. It will take place at McCormick Place in Chicago, September 13 – 16, 2021. Attendees and exhibiting companies gather to celebrate metal manufacturing. The event also provides educational sessions and expert-led presentations covering the latest trends and technology in the metal industry. *To learn more, visit www.fabtechexpo.com.*

Common Ground Alliance Conference & Expo

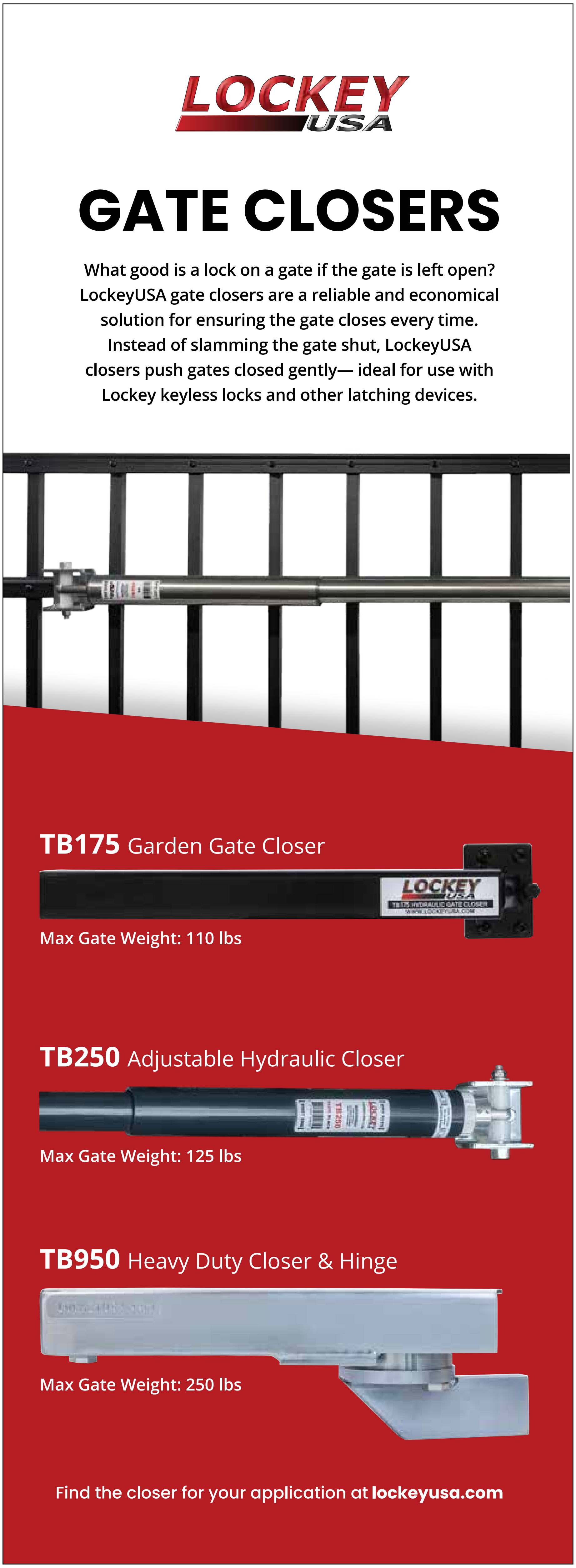
The Common Ground Alliance Conference & Expo will be held October 12 – 15, 2021, at the Renaissance Orlando at SeaWorld. It's the premier event for damage prevention stakeholders to assemble to share knowledge, data and technology. It will offer networking of integrated CGA committee meetings, industry-leading speakers, curated breakout sessions and discussion groups, and an interactive exhibit hall. Most importantly, it will facilitate the development of concrete actions the industry can take to help reduce damages. *To register, visit www.cgaconference.com.*

Garden State AFA Holds Jackpot 21

Garden State AFA will hold Jackpot 2021 on October 29 and 30, 2021, at Harrah's Resort in Atlantic City. *For details, follow their Facebook page at www.facebook.com/gardenstateafa.*

NADRA and PSP Expo Partner for Deck Expo

The International Pool Spa Patio Expo and the North American Deck & Railing Association are excited to announce a new partnership and will team up for the PSP/Deck Expo November 13 – 18, 2021, in Dallas, Texas at the Kay Bailey Hutchison Convention Center. *For details and registration information, visit www.nadra.org/deck-expo.*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GATE CLOSERS

What good is a lock on a gate if the gate is left open? LockeyUSA gate closers are a reliable and economical solution for ensuring the gate closes every time. Instead of slamming the gate shut, LockeyUSA closers push gates closed gently— ideal for use with Lockey keyless locks and other latching devices.

TB175 Garden Gate Closer

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TB250 Adjustable Hydraulic Closer

Max Gate Weight: 125 lbs

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Max Gate Weight: 250 lbs

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